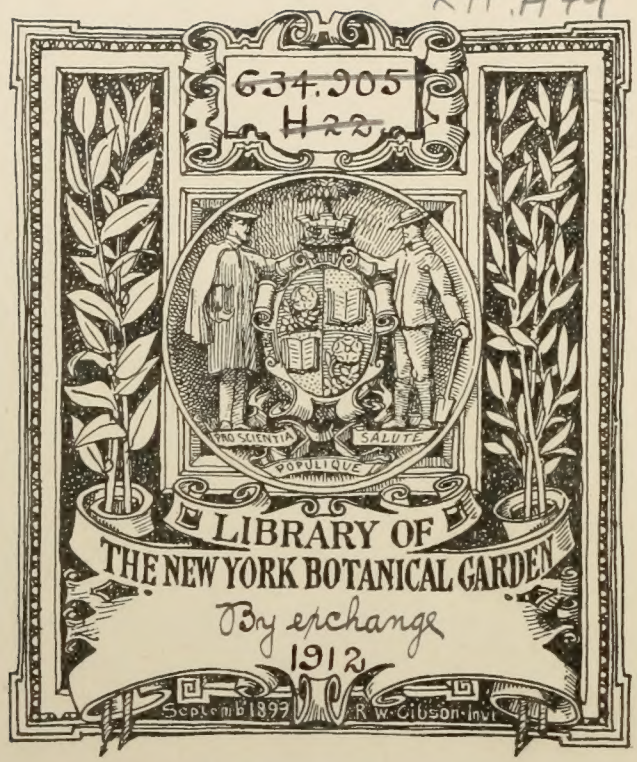
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Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, APRIL 25, 1912 | Subscription $2. Single Copies, 10 Cents.

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MANUFACTURER OF

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HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment:

40 M ft. 5/8" Sap Poplar.
175 M ft. 5/8" No. 1 Com. Poplar.
60 M ft. 5/8" No. 2 Com. Poplar.
210 M ft. 1" No. 1 Com. Poplar.
190 M ft. 1" No. 2 Com. Poplar.
80 M ft. 1½" No. 2 Com. Poplar.
200 M ft. 2" No. 2 Com. Poplar.
15 M ft. 1¼" No. 1 & 2 Qtd. Pop.
80 M ft. 1½" No. 1 Com. Chestnut.
38 M ft. 2" No. 1 Com. Chestnut.
115 M ft. 1" No. 1 & 2 Qtd. W. Oak.
140 M ft. 1" No. 1 Com. Qtd.W.Oak.
30 M ft. 1" Strips Com.Qtd.W.Oak.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

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Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

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"CHICKASAW BRAND" OAK FLOORING Made in the largest exclusive Oak Flooring plant in the world. Right in Price, Grade and Manufacture

Made by **MEMPHIS HARDWOOD FLOORING COMPANY, Memphis, Tenn.**

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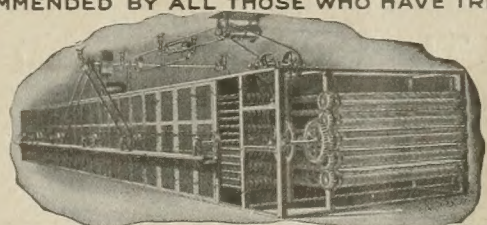
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ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

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Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Chestnut
4-4 to 8 inches thick. West Virginia and Tennessee Stocks.
Special grades for Veneering.

Mahogany
5/8 inch to 5 inches thick.
Thoroughly Dry. Especially fine for Figure and Texture.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Cedar
Florida-Tennessee Stock.
Straight cars from Mills. Local Shipments from Philadelphia Yard.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

White Pine
All Grades and Thicknesses.
Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry.
Can supply any Quantity or Width in mixed cars.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD
WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

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Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.
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WE MUST MOVE

the following stock immediately. Get our prices. They are attractive.

3 Cars 1" 1s and 2s White Ash—10" & wider
1 " 2" 1s and 2s White Ash—10" & wider
3 " 1¼" 1s and 2s Plain Red Oak
5 " 1¼" 1s and 2s Plain White Oak
1 " 1½" 1s and 2s Qtd. Red Oak
5 " 1¼" No. 1 Common Chestnut
3 " 1½" No. 1 Common Chestnut
3 " 1" Clear Sap Poplar
5 " 1¼" No. 1 Common Poplar
2 " 1½" No. 1 Common Poplar
5 " 1" No. 1 Common Black Walnut

Write or wire for delivered prices to

The Fullerton-Powell Hardwood Lumber Company
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us
for Anything
in Hardwoods

COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. April 10th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	5 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
8/4	Gray Elm No. 1 & 2 Common	30 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. April 10th, 1912

4/4	Birch 1s & 2s Red	3 M.
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	3½ M
1x15	& up Hard Maple 1s & 2s	15 M
1x10	& up Hard Maple 1s & 2s	12 M
5/4	Hard Maple Step 1s & 2s	8 M
6/4	Hard Maple Step, 1s & 2s	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

2,000,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

BAY CITY, MICH.

All of the above stock is band sawn and trimmed



For Immediate Shipment

RED GUM

3 cars 1″ 1s & 2s Red Gum, 10 to 16′
1 car 1″ 1s & 2s Red Gum, 10 & 12′
5 cars 1″ No. 1 Com. Red Gum, 10 & 16′
1 car 2″ 1s & 2s Red Gum, 12 mos. dry
5 cars 2″ No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1″ 1s & 2s Sap Gum
80 M. ft. 1″ No. 1 Com. Sap Gum
30 M. ft. 1″ No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17″ Cottonwood Box Boards
90 M. ft. 1″ 1s & 2s Cottonwood, 6 to 12″
1 car 1″ 1s & 2s Cottonwood, 13 to 17″
185 M. ft. 1″ No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

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ESTABLISHED SINCE 1880

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WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

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LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

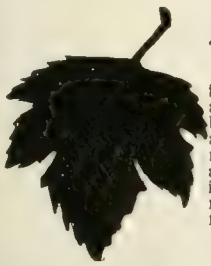
12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY
134 S. La Salle Street, Chicago, Ill.

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

Estabrook-Skeele Lumber Co.
MANUFACTURERS AND DEALERS IN
Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods

In the Market for Round Lots of Hardwood
WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO
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Konzen, Stumpf & Schafer Lumber Co.
Blue Island Avenue and Robey St.
DEALERS IN
HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK
Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.
755 Old Colony Building
Chicago
MANUFACTURERS AND WHOLESALERS OF
Lumber
WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

Knoxville, Tennessee

¶ **Situation:** Center Appalachian Hardwood Forests.

¶ **Equipment:** Band Saw Mill, Planing Mill, Door and Interior Finish, Dry Kilns, Sheds, Yard, etc. The best and most improved money will buy—all connected by a tram gravity system, ideal for handling large quantities.

¶ **Experience:** Over 30 years at our present site and each year has added to our knowledge of the business, and our interiors and hardwood floors are not excelled in manufacture and workmanship by the best, and made from lumber thoroughly prepared by air drying followed by kiln drying.

¶ Our oak flooring is end matched perfectly and goes together like the rail and stiles of a door, perfect fit hair line sharp corners. Special designed machinery.

¶ We are large manufacturers of Oak, Poplar, Chestnut and Ash lumber.

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars 4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car 4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car 4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars 6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car 6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car 8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car 4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars 4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars 5/4 1's & 2's Chestnut, dry, good widths.
2 cars 5/4 No. 1 common Chestnut, dry, good widths.
10 cars 4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars 16/4 1's & 2's White Ash, very dry & tough.
2 cars 6/4 No. 1 common Hickory, very dry & tough.
1 car 8/4 No. 1 common Hickory, very dry & tough.
1 car 10/4 No. 1 common Hickory, very dry & tough.
1 car 12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s
24,000 ft 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

QUARTERED WHITE OAK

We have a large and well assorted stock of **bone dry** Quartered White Oak, 1 inch to 2 inches thick, all grades.

We Also Have

A yard full of choice Plain Red and White Oak, Chestnut, Poplar, Ash, Hickory and other Southern Hardwoods. Our Own Manufacture. Ask for complete stock and price list.

LOVE, BOYD & CO.

Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

1 car 5/4 Poplar Box Boards, 13 to 17″ wide
1 car 4/4 Poplar Box Boards, 9 to 17″ wide
1 car 4/4 1st & 2nd Basswood
2 cars 4/4 No. 1 Com. & better Basswood
2 cars 4/4 No. 2 Com. Qrtd. White Oak

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

YOU GET WHAT YOU BUY

TIMBER PRODUCTS C. L. Ritter

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

Peytona Lumber Company Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

3 cars 5/4 No. 2 Common Poplar.
3 cars 6/4 No. 2 Common Poplar.
2 cars 4/4 No. 1 Common Select Poplar.
2 cars 5/4 No. 1 Common Select Poplar.
2 cars 6/4 No. 1 Common Select Poplar.
1 car 8/4 No. 1 Common Select Poplar.
2 cars 4/4 Clear Sap Poplar.
10 cars 4/4 No. 2 Common & Better Basswood.
2 cars 6/4 Sound Wormy Chestnut.

All high-grade band sawn stock. Good widths and large percentage 14 ft. and 16 ft. long.

28,000 ft. 4/4 Nos. 1 and 2 Plain White Oak, 15″ and up wide.
20,000 ft. 4/4 No. 1 Common Plain White Oak, 15″ and up wide.
36,000 ft. 4/4 Nos. 1 and 2 Plain Red Oak, 15″ and up wide.
66,800 ft. 4/4 No. 1 and Panel Poplar, 24″ and up wide.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR, PLANING MILL PRODUCTS AND OAK FLOORING

ST. ALBANS, W. VA.

FOR SALE

10 Cars 4-4 No. 1 Common and Selects Poplar, Band Sawed, Thoroughly Dry, 50 to 60% 12 in. and wider, 60 to 70% 14 and 16 ft.

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 Cars 6-4 No. 1 Common and Better Chestnut

5 Cars 4-4 No. 1 Common and Better Quarter-sawed Poplar

WEST VIRGINIA BAND SAWN STOCK DRY FOR PROMPT SHIPMENT

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

THE LARGEST HARDWOOD MILL IN THE WORLD — ANNUAL CAPACITY, 40,000,000

Let us quote you right on any part of the following especially desirable stock:

87,000 feet 4/4 FAS Quartered White Oak
75,000 feet 4/4 No. 1 Common Quartered White Oak
30,000 feet 4/4 FAS Plain Red Oak
59,000 feet 4/4 No. 1 Common Plain Red Oak
127,000 feet 4/4 FAS Red Gum
100,000 feet 4/4 13″ to 17″ Sap Gum Box Boards

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

Mr. Furniture Manufacturer:—

TWO WEEKS AGO WE CALLED ATTENTION TO OUR STOCK OF END CURED, WHITE, ROCK HARD MAPLE. IT IS TO YOUR ADVANTAGE TO BUY NOW. THE SUPPLY OF WINTER SAWN STOCK IS LIMITED. WE HAVE THE NICE WHITE LOWER PENINSULA, MICHIGAN, VARIETY, VIRGIN STOCK.

Note the assortment:

60,000′ 1″ 1sts & 2nds End Cured White Maple
140,000′ 1¼″ 1sts & 2nds End Cured White Maple
50,000′ 1½″ 1sts & 2nds End Cured White Maple
45,000′ 2″ 1sts & 2nds End Cured White Maple

SPECIAL LOW PRICE ON A FEW CARS 1¼″ FOR PROMPT SHIPMENT

THE STEARNS SALT & LUMBER COMPANY
Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

MORE THAN 2,000 LUMBERMEN

are using the new Gibson Tally Book with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles.

HARDWOOD RECORD CHICAGO

OUR NAME

GUARANTEES the quality of our

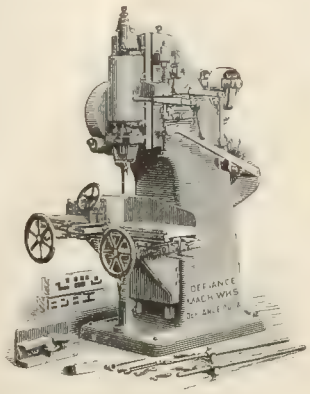
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS. WHOLESALE YARD, MEMPHIS, TENN.

REDUCE YOUR OPERATING EXPENSES



Hollow Chisel Mortiser

DEFIANCE

MODERN WOOD-WORKING MACHINES

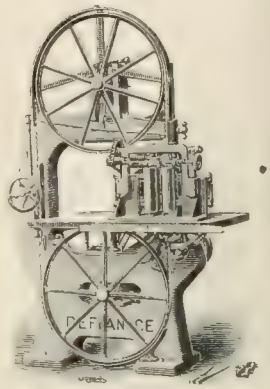
Avoid everything but well tried features, and no essentials are left out. They are heavy and well constructed, which insures a wide margin of safety and low maintenance. Nothing but the best grade of workmanship is turned on DEFIANCE machines, which insures the highest marketable price.

In fact, they are the last word in modern machine ideas.

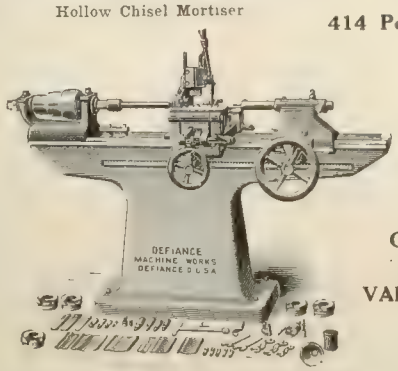
Write us TODAY for full information and prices

THE DEFIANCE MACHINE WORKS

414 Perry Street, DEFIANCE, OHIO

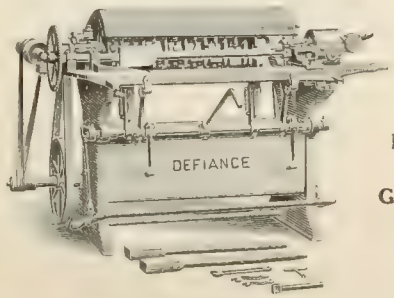


No. 9—36" Band Re-saw



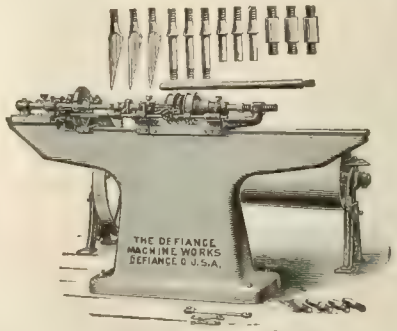
No. 0 Variety Turning & Boring Lathe

OVER 500 VARIETIES



"D" Handle Lathe

EVERY TOOL GUARANTEED



Automatic Thread Cutter



THE BEST HARDWOOD FLOORING

BAY CITY

HANSON-WARD VENEER CO.

MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

Circassian WALNUT VENEERS

LAGUNA Mahogany LUMBER

The Frieberg Lumber Co.
STATION S. CINCINNATI, OHIO

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks **Best Selections**
CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER LUMBER CO.
GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.
Manufacturers and Wholesalers of
Quartered and Plain
Red and White Oak, Ash, Poplar, Chestnut, Gum
and all Southern Hardwoods
SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS
SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio
We Can Make You an Attractive Price on the Following:
153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12" & up 1s & 2s Plain Red Oak
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

CASH BUYERS OF OAK PLANK AND TIMBER FO REXPORT

We are cash buyers of Wagon Oak Plank, and free-of-heart Scantlings; inspection at shipping point. Correspondence solicited.

THE HOWARD & BARBER LUMBER CO.
(309 PROVIDENT BANK BUILDING)
CINCINNATI, OHIO

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

I WANT TO MOVE QUICKLY

The Following Well Manufactured Lumber:

2 cars 1" 1sts & 2nds Cherry, good widths and lengths.
1 car 5/4 1sts & 2nds Cherry, good widths and lengths.
1 car 1" No. 1 Common Cherry, good widths and lengths.
1 car 1" No. 3 Common Cherry, good widths and lengths.
500,000 ft. 1" dry Chestnut, all grades.
200,000 ft. 6/4 dry Chestnut, all grades.
750,000 ft. 1" log run Basswood.
30,000 ft. 3" log run Basswood.
50,000 ft. 2" log run Basswood.
1 car 2" No. 2 Common Basswood.
2 cars 1" 1sts & 2nds Ord. Ohio White Oak.
3 cars 1" No. 1 Common Ord. Ohio White Oak.
1 car 1" No. 2 Common Ord. Ohio White Oak.

EDWARD C. BRADLEY
702 Gerke Building, Cincinnati, O.

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write

THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

CINCINNATI
THE GATEWAY OF THE SOUTH

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

An Unusual Opportunity in Veneer and Lumber Manufacturing

¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.

¶ Plant and equipment complete, and strictly modern in every detail.

¶ Center of unusual field of sale and distribution, including large local trade.

¶ Best and cheapest location for source of supply of both domestic and foreign logs.

¶ Institution has never failed to pay handsome dividends on investment.

¶ Business can easily be increased, with present facilities, to much larger volume.

¶ Everything open to strictest scrutiny and investigation.

¶ A big opportunity for the right man.

¶ Will consider negotiations only with principals, and in confidence. ADDRESS B 47, CARE *HARDWOOD RECORD, Chicago*

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

Net cutting value is what you want plus good figure, texture and color. Quartered oak made in the right way, on the right sort of mill, by experts, from the best timber that grows. That is JACKSON LUMBER.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

The Flood Had Nothing to Do With Louisville

To Buyers and Users of HARDWOODS

If your usual source of supply has been affected by high water, and you have been having trouble getting prompt shipments, this is a good time to try out the facilities of Louisville.

Our dealers have complete stocks of dry lumber, ready to ship, and can supply you at once with anything in our line, from a straight car of plain or quarter-sawed oak to a mixed car containing oak, ash, poplar, or any other hardwood or veneer items you may be in need of.

Those who are familiar with Louisville dealers do not need urging to buy here; those who are not well acquainted should take advantage of the present shortage at many points and have their needs supplied in Louisville.

THE LOUISVILLE HARDWOOD CLUB

Booker-Cecil Co.
W. P. Brown & Sons Lumber Co.
Edward L. Davis Lumber Co.
Louisville Point Lumber Co.
Norman Lumber & Box Co.
C. C. Mengel & Bro. Co.
Ohio River Saw Mill Co.
The Louisville Veneer Mills.

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood,** Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4 cars 4/4" No. 2 Common Quartered White Oak
1 car 3/4" No. 1 Com. and Bet. Qrtd. Red Oak
1 car 3/4" No. 1 Com. and Bet. Plain White Oak
1 car 2½" No. 1 Com. and Bet. Plain White Oak
2 cars 4/4" No. 2 Common Quartered Red Oak
1 car 4/4" 1s-2s Poplar
5 cars 4/4" No. 1 Common Poplar
2 cars 4/4" Log Run Ash

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

TWO MILLS IN INDIANA

FORT WAYNE AND LAFAYETTE

Biggest Band Mill in the State
Long Timbers up to Sixty Feet

HARDWOOD SPECIALTIES
Everything from Toothpicks to Timbers

Perrine-Armstrong Co.
FORT WAYNE, - - - - - - - INDIANA

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

PHILADELPHIA

THE HARDWOOD CENTER OF THE EAST

SCHOFIELD BROTHERS

MANUFACTURERS and WHOLESALERS

DAILY OUTPUT: 40,000 FT. WHITE PINE; 150,000 FT. HARDWOODS—STANDARD GRADES

WE SHIP STRAIGHT OR MIXED CARS

WE CONTROL THE

SALTKEATCHIE LUMBER COMPANY With Mills, Dry Kilns, Etc. at **SCHOFIELD, S. C.**

Manufacturing Our

FAMOUS UNIFORM COLOR RED CYPRESS and YELLOW POPLAR, ASH, OAK, RED and TUPELO GUM

ALSO HAVE OTHER MILLS UNDER CONTRACT

SALES OFFICE: 1019-20 PENNSYLVANIA BUILDING, PHILADELPHIA

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

CURRIE & CAMPBELL

MAPLE SPECIALISTS

LARGE STOCK ALWAYS ON HAND
HEMLOCK HARDWOODS SPRUCE

Philadelphia, Pa.

TOMB LUMBER COMPANY

1605-06 REAL ESTATE TRUST BLDG. PHILADELPHIA

WE MAKE A SPECIALTY OF OAK BILL TIMBERS AND 2" OAK PLANKS FROM 6 TO 12" WIDE, 10 TO 20' LONG, FOR CONSTRUCTION PURPOSES, AND MANUFACTURE A GENERAL LINE OF HARDWOODS, RED AND WHITE OAK, CHESTNUT, POPLAR AND ALSO WEST VIRGINIA WHITE PINE. WE HAVE TWO BAND MILLS IN CONSTANT OPERATION.

SUMMIT LUMBER CO. 1123 Real Estate Trust Bldg PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

THOS. E. COALE LUMBER COMPANY

FRANKLIN BANK BLDG., PHILADELPHIA, PA.

WE ARE LARGE DISTRIBUTORS OF EVERY VARIETY OF FOREST PRODUCTS IN THE EASTERN MARKET, AND ARE ALWAYS IN THE MARKET FOR DESIRABLE LOTS OF STRUCTURAL, CAR BUILDING AND FINISHING HARDWOODS. KEEP US POSTED ON WHAT YOU HAVE TO OFFER.

Immediate Shipment

5 cars 4 4 No. 1 Common Yellow Poplar
4 cars 4 4 No. 1 Common Oak
DRY—Good lengths and widths

J. S. KENT CO., PHILADELPHIA

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT

MAHOGANY VENEERS

EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

W. R. TAYLOR LUMBER COMPANY

1023 LAND TITLE BUILDING, PHILADELPHIA

WHITE PINE FOR PRESENT OR FUTURE DELIVERY

150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar— mostly A.

Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

WM. WHITMER & SONS

INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

CHAS. K. PARRY & CO.

Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

THE EAST

LEADING MANUFACTURERS AND JOBBERS

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

W. P. Craig Lumber Co.

Wholesale Hardwood and Building Lumber

Empire Building, :: PITTSBURG, PA.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers

PITTSBURGH, PA.

HARDWOOD

White and Yellow Pine

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

WE HAVE IT

W. W. DEMPSEY

Manufacturer and Wholesaler of

HARDWOODS

CHERRY
50 M ft. 4/4 No. 3 Common

RED OAK
2 Cars 4/4x16" and wider 1s and 2s

BIRCH
72 M ft. 4/4 No. 2 Com.

SPRUCE
4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull

BAND SAWED STOCK

A LINE BRINGS PRICE BY RETURN MAIL

General Offices Johnstown, Pa.

New York Office No. 18 Broadway

HADENTINE LUMBER COMPANY

Wholesale Hardwoods and No. Carolina Pine

6th & Penn Sts. **Camden, N. J.**

We will not mix grades

We appreciate **inquiries** from responsible buyers and request price and stock lists from **reliable shippers**

WHITE OR RED

OAK

Plain or Quartered

BEST IN TEXTURE, FIGURE, MANUFACTURE AND GRADE

WOOD-MOSAIC CO., NEW ALBANY, IND.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

R.E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES: CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

BOSTON NEW YORK PHILADELPHIA

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.
PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

Hamilton H. Salmon & Co.
82-88 Wall Street,
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We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

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Our soft **YELLOW POPLAR** is so well known that it needs no introduction. We wish to say that we aim to cut and carry in stock, at all times, High Grades, in the thicknesses and widths that others find hard to make. Of course we have some of the regular sizes, but are always cutting specialties.

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12,000 ft. 5/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
25,000 ft. 6/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
5,000 ft. 16/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
50,000 ft. 3/8 1s and 2s Qtd. White Oak, 6" and up, average 7½"
25,000 ft. 3/8 1s & 2s Qtd. White Oak, 10" and up.
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THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIV CHICAGO, APRIL 25, 1912 No. 1

LIBRA
NEW Y
BOTANI
GARDE

Editorial Comment

General Market Conditions

The hardwood trade the country over now marks a condition of demand in excess of the possibility of supply. The flood conditions in the lower Mississippi valley, that have prevailed during the past month, have practically shut off shipments from a large and important district of supply, and orders have accumulated in excess of any that have obtained for many years past. Shipments from now on will test the capacity of manufacturers to load out stock, and of the railroads to handle it.

Plain oak is in particularly heavy request and short supply. Prices on this stock have materially stiffened. There seems to be pretty nearly a general clean-up of all varieties of plain oak, including low grades.

Manufacturers in the Mississippi valley have never had as short stocks as at the present time, and those in the mountain regions are shipped up close to green stock, and are being obliged to turn down a large quantity of business that is being offered at prices which would be entirely satisfactory if they had the stock to supply it.

The stock of northern woods of all varieties is very low and what little remains in first hands is being marketed freely at stiffening prices, save the one item of 4/4 maple flooring stock, and even this is being worked off at fairly satisfactory prices in moderate quantities.

The maple and oak flooring situation shows comparatively little improvement, owing possibly to the decadence of building operations. There is undeniably an overstock in manufacturers' hands of nearly all grades of hardwood flooring, and the prices for such stock as is moving today does not fairly represent lumber values with manufacturing cost added.

Veneer and panel producers are fairly busy, and in some instances capacities are overtaxed. Manufacturers of domestic woods in both veneers and panels are still making very low prices, but producers of imported veneers are securing quite a handsome advance over prices that have prevailed for some years, and are crowded with orders. However, there is a marked increase in demand for quarter-sawed oak veneers and prices are stiffening.

The demand for mahogany lumber is greater than it has been for years and there is a constant accretion in values. This increase obtained for mahogany is being reflected in the prices of other imported woods.

The handle trade in hickory and broom and implement stock, is perhaps in better shape today than it has been for several years, and handle producers are feeling quite optimistic over the business outlook.

The political situation seems to be playing very little part in business affairs. Business has apparently come back to stay, and with short stocks, good demand and satisfactory prices, there should be nothing to complain of in the general hardwood situation for some time to come.

A Forest Products Exposition

There seems to be a general enthusiasm, as evidenced by the interest being taken on the subject, in behalf of a forest products exposition, to be originally opened in Chicago, and then moved to other chief commercial cities of the United States as a means of exploiting lumber and its remanufactured products. This is having manifestation in the endorsement the movement is receiving at the hands of various lumber organizations, both in building woods and hardwoods.

It is contended that, to no considerable extent, this movement is having a substantial endorsement on account of the questionable results that have been attained during the past year by the magazine advertising campaigns that have been carried on by producers of several of the leading woods. It has gone beyond a suspicion in the minds of those who are supplying the funds for these expenditures, that the results attained are not commensurate with the money that has been spent, and hence the average man interested in advertising wood is satisfied to take up some other variety of exploitation that looks reasonably logical. One only has to refer to the majority of leading magazines to note what is known as the general publicity advertiser has evidently

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Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones: -Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

changed his mind about the value of miscellaneous magazine exploitation, and has withdrawn his business to a very large extent. The majority of magazines are carrying only thirty per cent of the advertising business they did a year ago and there are constant defections from the ranks of this class of generous contributors to magazine funds. It goes without saying that if magazines were "making good" to the general advertiser, this result would not obtain.

It is an open secret, in spite of the very substantial funds spent by the cypress people in their magazine campaign, that there is an unusually heavy stock of cypress in first hands, which is not moving with very much freedom. Actual statistics of stocks on hand among cypress manufacturers are not available, but it is well known that several of the large producers have on sticks more than two years' normal output.

Perhaps the red gum people have had the best results from their campaign, but they distributed their funds to a considerable extent in technical and semi-technical publications, rather than cheap magazines, and again, they had a very substantial support in public appreciation before they commenced their campaign, and beyond that, had a wonderful argument in the way of quality of their wood, and low prices to induce increased sales.

The white pine people have gone into an alleged magazine advertising campaign that is not proving fruitful of substantial results, and is being handled with such weakness of copy and frailty of judgment in vehicles of exploitation as would perhaps make it wise to say very little on the subject. However, to make succinct criticism of this expenditure, very few contend that it is not an example of the most inefficient and senseless advertising that has ever been attempted. The money of the advertisers simply has been taken away from them and dissipated.

UNSOLICITED TESTIMONIAL

Perrine-Armstrong Company

Manufacturers of and Wholesale Dealers in Hardwood Lumber

Fort Wayne, Ind., Mar. 13, 1911.

Gentlemen—We think HARDWOOD RECORD is a good medium for advertising hardwoods. It probably reaches as many as, if not more than, any other lumber trade journal we know of.

VAN B. PERRINE.

All of this has a bearing on the advertising possibilities of a well-conducted forest products exposition, to be primarily established in Chicago or some other chief American city, and then transferred for periods of a week or two at a time to other commercial centers. This scheme presents an opportunity of absolutely "showing" the public not only the possibilities, but the surpassing worth of wood as compared with any and all other substitutes for this sterling material. It is an opportunity that should be embraced and worked out in a systematic way to a logical conclusion. The plan has such possibilities beyond its advertising value as a self-supporting movement, that sundry gentlemen, well versed in the exposition "show business," would be very glad to have the opportunity of financing the enterprise. They will do this with the reasonable certainty that they will get handsome dividends out of their investment, but the acceptance of this proposition would constitute very questionable judgment on the part of the lumber industry.

HARDWOOD RECORD holds that the business of organizing a forest products exposition should be taken over by the National Lumber Manufacturers' Association, which should become the financial sponsor for the enterprise. It should be perfectly easy for the managers of this organization to secure trained talent to organize and conduct this series of expositions, not only on a profitable basis, but in a way that should form the greatest advertising propaganda for wood utilization that has ever been known. Manifestly it would be a mistake to let professional showmen take out of the hands of the lumber industry this opportunity of having its interests properly and justly exhibited to the public, and be made into a money-making enrteprise *per se*.

Incidentally it might be very wise for sundry prominent lumbermen, at the head of this big organization, to confess to themselves that they don't know how to "run a show," but are perfectly willing "to be shown." However, they should by no means let this matter be taken out of their hands and handled by people whose sole interest is to get what money they can out of it. There has been altogether too much of this sort of thing in the advertising expenditures already made by several groups of lumbermen.

It is sincerely to be hoped that at the forthcoming meeting of the National Lumber Manufacturers' Associtaion at Cincinnati, May 7-9, the subject of a forest products exposition shall have long, serious and intelligent consideration, and that plans shall there be formulated to work out this scheme to a logical conclusion.

An Inspection Prophecy

The ways of arriving at a logical and correct system of hardwood lumber inspection have been long, devious and harassing. Right now there is another important movement at hand that looks as though it might have a favorable outcome to a settlement of this vexing question. It is to be sincerely hoped that this desideratum will be attained. In time it surely will be, because many men occupying important positions, both in the hardwood manufacturing and jobbing industry, as well as in hardwood association work, are very earnest in their desire that logical accomplishments in this particular shall be reached.

However, let it be remembered that this fertile and vexing question never will be settled until it is settled right, and during the next few months there will be an opportunity of having it settled on this basis.

The English Hardwood Market

The Liverpool wood trade circulars for March, from the principal dealers, are at hand, and show a very small arrival of mahogany logs. In fact, specifically, the arrivals during March of African logs amounted to only about 3,500; of Cuban, 4,000; Honduras, 50; San Domingo, 32, and none of Mexican, tabasco, Nicaraguan, or Colombian varieties. Such logs as have arrived have in rare instances been figured or of high value. There seems to be a dearth of high-class wood, and it is an open secret that the real big stocks of both desirable mahogany and Circassian in the world are owned in the United States, and quite largely centered in Chicago.

The Liverpool situation on elm is featureless. In ash the recent imports have been moderate, and a fair quantity is passed into consumption. Prices on prime wood are said to be firm.

In black walnut logs there is a good demand at firm prices for prime qualities of good average size. Boards and plank of better quality realize good prices, but inferior logs and lumber are not sought.

It is held that prime, in good quality, red gum is in request at good prices. In poplar logs there is a larger demand for average prime quality and sizeable wood, with a fair inquiry for better quality of lumber. Other circulars make a very unsatisfactory report on the gum situation, advising that the demand is fair but values rule low.

The demand for California redwood is small and prices are without change.

Birch logs have been moderately imported during the month with a fair consumption. Stock is said to be small. The arrivals

of plank have been fair. Stocks of desirable qualities are said to be light and demand good, with an improving tendency. Good hickory is in moderate request.

In oak boards the demand for both plain and quartered is said to be satisfactory. There have been no direct shipments of Japanese oak to Liverpool recently, and the wood is evidently falling in appreciation there, as it is on the Pacific coast of the United States.

Another report indicates very firm values in oak wagon plank, and that oak wagon boards of excellent quality are desirable at satisfactory figures, but inferior lumber is not wanted.

While in general hardwood stocks are reported low in the Liverpool market, there is nothing in the situation to warrant increased exports, and consignments especially should be deprecated.

Annual National Hardwood Lumber Association

Every hardwood man in the country, whether he be allied with the National Hardwood Lumber Association or not, should not miss attending the annual meeting of this organization to be held at the Sherman House, Chicago, Thursday and Friday, June 6 and 7. There are matters of such paramount importance to be presented at this meeting that no hardwood manufacturer can afford to be absent. From the social side of the affair much is to be expected, as Chicago lumbermen are simply going to outdo all records in the line of entertainment to give the expected thousand or more visitors the time of their lives.

It now looks as though this function would result in the healing of all breaches between every element of the hardwood industry, and it is hoped that every member of the association will come to Chicago with a friendly spirit in his heart, and in the thorough belief that mutuality of concession, friendship to his fellows in the trade, and loyalty to the good of the industry, shall be the slogan of the meeting.

Appalling Disasters

For a moment, in the concrete example of the appalling disaster of the sinking of the Titanic, the public has almost lost sight of the tremendous loss of life and untold suffering that is being encountered by probably more than fifty thousand people in the flooded districts of the Mississippi valley. While the government is spending a moderate sum of money in relief work, there is much more to be done on the part of a spirited and charitable public in alleviating the distress over a large area of the South.

The total loss of life during this flood will probably never be known, but it doubtless will equal in number that of the Titanic disaster. However, it is to the suffering living that the public owes its duty today, and it is to be hoped that heroic efforts will be made to relieve the distressed condition of the great number of both whites and blacks that are undone by this untoward calamity.

Importation of Foreign Woods

There are some government figures just available showing the value of woods invoiced through the American consulate at Liverpool to the United States during 1910 and 1911. In 1910 the value of mahogany exported through Liverpool to the United States was $1,230,286; in 1911, $787,308. Of teak the value in 1910 was $23,314, and in 1911, $43,110. Of Circassian walnut in 1910 the value was $130,200, and in 1911, it grew to $193,038.

Liverpool is the large, central exporting market of the three woods named, and by wood exports through this port, judgment can be pretty closely based on the situation prevailing in other localities. Here was a decline in exports of mahogany through Liverpool in one year of well towards a half million dollars, which accounts quite logically for the substantial advance that has obtained in mahogany values, both in this country and abroad thus far during 1912. There is a legend that, owing to the wide range of territory in which mahogany grows and its isolated character of growth, there will be a supply of this wood to meet all reasonable demands for an untold number of years. However, it now looks as though mahogany sections that produced any great quantity are pretty well exploited and have been fairly exhausted within reasonable distances from water transportation. It is also logical to believe that mahogany from now on will command a much higher price than it has in the past, and this price will constantly rise. Moreover, it is fair to assume that the days of cheap mahogany are over, and that it no longer will compete on the basis of price foot by foot with oak and other high-class American woods.

The increasing quantity of Circassian walnut exported during 1911 is explained by reason of the very high prices obtained for this wood. It is well known that the quality of Circassian being obtained is constantly deteriorating, and that comparatively few high-class logs are now available. The Black and Caspian sea region, the only place of the growth of this wood, is very closely depleted, and within a short time Circassian walnut will be regarded as one of the precious woods of commerce. It would not be surprising if, within a few years, it will be forced out of general utilization, not because of its price, but on account of an absolute inability to obtain the wood.

The Wood Substitute Game

Every since last September HARDWOOD RECORD has carried a series of articles under the above title in which have been recited numerous striking examples of the failures encountered by the several materials that latterly have been introduced as substitutes for wood. A continuation of this series of articles is not contained in this number. This is not owing to the fact that the subject has been exhausted, but is occasioned simply from a lack of room.

The most striking example of the failure of steel cars that has occurred during the past few days is the derailment on April 2 on the Missouri Pacific mail train No. 2 running from Kansas City to St. Louis. The fault of the derailment lay with the steel mail cars, although several of the wooden coaches followed these cars off the track. There were no fatalities. It is noted, as is usual in steel car wrecks, that the engine did not leave the track. The average newspaper story of the wreck has it that the "lives of the passengers were saved" from the fact that the baggage and mail cars were of steel, but there is just about as much reason as usual for this deduction.

On April 15 a wooden train derailment took place on the Rocky Mountain Limited on the Denver & Rio Grande Railroad in Colorado. There were twenty-three passengers in the wooden chair car, which went off the track at a high embankment, and turned completely over twice in its fall. Not a passenger was killed. There are other causes aside from the rigidity of the wooden car that were to blame for this derailment, but there are no editorials appearing in the press the country over reciting that this remarkable railroad accident resulted in no loss of life by reason of the cars being of wood construction.

It is growing more apparent every day that steel passenger equipment is fast coming into disrepute, not only with the traveling public but with railroad authorities themselves. The ticket agents of various lines radiating from Chicago state that a larger portion of the passengers buying tickets demand that they shall have reservations in wooden cars.

It is equally manifest that a good many other wood substitutes are losing favor in general appreciation, and this is particularly true in the case of owners of 1911 models, steel-body automobiles which, in nine cases out of ten, look as though they had been built of rusty stovepipe iron. There is an increased demand among automobile purchasers today for wooden bodies on their cars, and beyond question a good many more wooden bodies will be utilized during the present season than for several years past. One prominent automobile body builder, in sending HARDWOOD RECORD his list of lumber requirements for the current year, wishes to have trebled the quantity of No. 1 and panel poplar employed over the quantity used last year.



IN HIS MIGHT

Like spectral shapes, the tree-tops stand
Above the flood that's o'er the land;
To stem this tide that's o'er the land.
Men run around with bags of sand.

I stand on Memphis Bluff to-day,
  And watch the Mississippi sweep
Resistless on its sullen way—
  Majestic, silent, grim and deep.
An angry ruffled turbulence
  Its tumid bosom agitates,
With swirling volume thick and dense,
  The filchings from a dozen states.

A thousand brooks their tribute bring,
  A hundred streams their contents pour
From Allegheny's mountain spring,
  And far Itasca's crystal store;
Big Muddy's varied galaxy,
  From distant reaches of the Kaw,
From Cumberland and Tennessee,
  And murky creeks of Arkansas.

"Bring on your fill," the Giant cries!
  "I'm Father of the Waters, and
I care not to what heights I rise;
  I'll take what space my needs demand."
  And puny men embankments rear,
  This mighty monster's course to stake;
And sit complacent, for a year,
  And then again the levees break.

The countless Ages past and gone,
  The Present, with its busy hum,
Form moments only. Through the dawn
  Of countless centuries to come
You'll rise and fall, and never heed,—
  Your task is endless,—never done.
I'll venture, you'll be here in deed
  When weak Man's transient race is run.

Like spectral shapes, the tree-tops stand
Above the flood that's o'er the land;
To stem this tide that's o'er the land,
Men run around with bags of sand.

—A. Kraetzer.



BENJAMIN BRUCE BURNS

HUNTINGTON, W. VA.

Builders of Lumber History

NUMBER CXVI

BENJAMIN BRUCE BURNS

(See Portrait Supplement)

Environment is a strong influencing factor in the life of any man. It is a fair assumption that a man born and brought up amid certain surroundings will have ideals, ambitions and capabilities in accordance with those surroundings. In the lumber business it is not often that a man is born and raised, and spends his entire lifetime operating in one state, particularly if that state is as small as West Virginia. But such is the case of Benjamin Bruce Burns of the Tug River Lumber Company, the Rock Castle Lumber Company and the C. L. Ritter Lumber Company of Huntington, W. Va., whose portrait forms the supplement to this issue of HARDWOOD RECORD.

Mr. Burns was born in the woods in that state December 1, 1869, and ever since has been associated intimately with every phase of the life in the woods, at the mill, and in the yard and office. His instinct toward the sawmill and the lumber pile is the natural heritage from a family that has always been associated with lumber, and principally with West Virginia operations.

The first operation of the Burns family was at Burnsville, Braxton county, W. Va. His father and uncle established themselves in that place directly after the Civil war, and erected a circular mill. Five years after their advent in that section of the country, they were joined in partnership by J. R. Hoffman, known as the inventor of the band mill. It was at this mill site at Burnsville that the fifth band mill ever erected was installed by the partners about 1875. Mr. Burns says it is a curious fact that only a few years ago he actually saw certain parts of this original band mill still running in the vicinity of the location of the old mill. The style under which the partners first operated was Burns Brothers & Hoffman, which style was later changed to Burns Brothers. Facilities for the transportation of logs at this time were confined entirely to skidding with animals to rollways on the streams, and from there floating to the mill. The principal cut at this mill was poplar and walnut.

The business of Burns Brothers was eminently successful. The partners from the beginning followed a policy of gradual enlargement of the extent and variety of operations with the result that when the B. B. Burns made his active advent into the business at the age of sixteen, he was entering a well-founded organization. Mr. Burns' father had died when the son was but eight years old, and as a consequence his responsibilities began early in life. But there was always a close tie between its members. and as a consequence by co-operation and holding together, they were brought successfully through difficult stages.

When Mr. Burns entered the employ of his uncles, he was not stepping into a bed of roses, but was working with men who were strict believers in the merit system. His early and rapid advancement, therefore, was in no part due to any preferment on their part, as progress with them was an impossibility without having proven ability. As a consequence his time with his uncles was well invested, his advancement coming only when deserved. Vested gradually with added responsibilities, as he proved his capabilities, his schooling in every capacity in woods, yard, mill and office was such as to fit him for the successful solution of any problem or emergency which he has had to meet during his career as a lumberman.

Mr. Burns was first located at Elizabeth, W. Va., when in his uncles' employ. Here the company had two band mills. He later moved to Sattes, W. Va. He devoted his entire energy to the work at hand during his employment with Burns Brothers, and as a consequence at the time of his retirement from that connection in 1899, had the entire active charge of the management of the company's large interests.

In 1899 Mr. Burns became one of the active organizers of the Tug River Lumber Company, with him being associated M. N. Offutt and C. L. Ritter. The three joined forces as equal partners. The headquarters of the company were at Welch, W. Va. The original policy was to run the business strictly on a wholesale basis, handling all kinds of hardwoods, and working along these lines, the progress was rapid and consistent. The company's success probably was due as much as anything to a close and intimate touch with the small mills of that country, enabling it to effect excellent buying arrangements. The office at Welch was maintained until 1901 when it was moved to Bluefield, W. Va. From Bluefield the headquarters were moved to Bristol, where they were maintained until 1910. Since that date the interests which Mr. Burns represents have been located at their present offices in Huntington, W. Va.

The first digression from a purely wholesale business came in 1902 when a circular mill was started near Appalachia, Va. A year later a band mill was installed in Scott county, Virginia, and subsequently a second one in that county, and an additional one in Wise county. Thus the policy has been gradually reversed . While originally entirely wholesalers, Mr. Burns' interests are now considered among the most important hardwood manufacturing concerns in the country, and a large bulk of the stock sold is cut at the companies' own mills, although considerable quantities of oak and poplar are handled on a wholesale basis.

While the Tug River Lumber Company was the original incorporation, there are now closely associated with it, and conducted from the same offices the Rock Castle Lumber Company and the C. L. Ritter Lumber Company. The former was established originally in Martin county, Kentucky, and the latter at Whitewood, Va. The same interests control all three companies, and Mr. Burns devotes himself to marketing the product of all the mills.

Ten years ago Mr. Burns married the daughter of a prominent Texas banker, and the couple are blessed with two girls and a boy, whose ages are respectively seven, five and three years. Mr. Burns' personal life revolves closely and exclusively around his home, and the things which go with an ideal home life. Being brought up in the woods, he is a great lover of the open, and considerable of a sportsman. In his home life he is far from being actively interested in the formal social functions of his town, and gets his chief pleasure from a close association with his family. It is probably this home loving characteristic which gives him a certain gentleness of nature not at all common with modern business men, but one which, in this case, one cannot help but remember as a strong contributing element to an engaging personality. A perfect stranger will feel with Mr. Burns that there is no barrier of formality to be worn away before gaining access to his close attention. He is possessed of a singularly keen judgment and insight, and a directness of thought that has been one of the features in his remarkable progress.

While always widely known and respected in the trade, it has only been during the last few years that Mr. Burns has taken an active interest in lumber association work. His activities have been mainly in connection with the Hardwood Manufacturers' Association of the United States, and at the last meeting of that organization he was elected second vice-president and a member of the executive board.

He has never been conspicuous in reciting arguments at the conferences of his associates in the hardwood industry, but when he has anything to say it is put forth in such a logical and convincing manner as to carry conviction with it. He has strong beliefs, which, when expressed, are most heartily respected by his confreres. Although Mr. Burns is still a young man, the impress of his work on the trade is most strongly felt.

NINETY-FIFTH PAPER
Supplement to Seventieth Paper, March 16, 1908

OSAGE ORANGE

Toxylon pomiferum-Raf. *Maclura aurantiaca*-Nutt

The natural range of the osage orange is from southern Arkansas (south of the Arkansas river) through southeastern Oklahoma and southern Texas. Its range for economic planting, however, includes the middle western states from central Illinois southward and westward to eastern Colorado and New Mexico. It is hardy as far north as Massachusetts but is likely to be winter killed during severe season in the northern part of Iowa, Nebraska and Illinois. In forests its principal associates are the hickories, the elms and the oaks. It grows on rich bottom lands and fertile slopes and is most abundant and attains its best development in the valley of the Red river in Oklahoma. The tree is also known by a number of other names, among which are bois d'arc, bodock, bow dark, mock orange, bow-wood, osage apple tree, yellow wood, hedge, hedge plant, and osage.

The osage orange is a tree of medium size, with a short trunk, ridged scaly bark and wide spreading branches. It forms a handsome open irregular round-topped head. The branchlets are light green, often tinged with red and coated with soft pubescence when they first appear. The winter buds are partly immersed in the bark and are covered by a few round light chestnut brown scales. The bark is two-third inch to one inch thick and deep and irregularly divided into broad rounded ridges. Within its natural range the tree occasionally reaches a height of sixty or seventy feet and a diameter of two feet. It usually, however, is not more than thirty to forty feet high and about a foot in diameter. It produces a compound globular fruit, four inches to five inches in diameter, that looks somewhat like an orange, is yellow when ripe in the autumn and contains a large number of seeds.



TYPICAL OSAGE ORANGE GROWTH, KANSAS.

The osage orange adapts itself to a great variety of soil and climatic conditions. It rarely succumbs to drought and on this account is one of the most desirable trees for planting in the Middle West. It is fairly tolerant of shade, and consequently is well adapted for planting in mixture. The usual rate of growth under good conditions is one-quarter to one-third of an inch in diameter yearly. Height growth is relatively slow after the first few years. On good soil the osage will produce fence posts in about fifteen years. It is usually free from any serious fungus attack, and a tree with decayed heartwood is seldom found.

Reproduction is abundant from seed, suckers, and stump sprouts, and when an osage is once established, its complete removal is a matter of some difficulty. Sprout growth furnishes the best means for reproducing a plantation for posts or fuel since the young trees grow from the stumps with great vigor and the second crop is more likely to consist of straight, tall timber than the first unless, of course, the trees of the original plantation were cut back for two or three years after planting. The osage orange may also be propagated from root cuttings and from seed, the pistillate trees bearing oranges in abundance.

In planting, the trees should be set close to overcome the tendency towards profuse branching, and should not be more than three feet by six feet or four feet by six feet apart. It is well adapted for planting in mixture with light-loving species such as black walnut, locust and ash.

The wood of the osage is yellow in color, heavy, strong and hard. It is close-grained, compact, very durable in contact with the ground and susceptible of a very high polish. The bright orange color of the wood turns slightly brown on exposure. Many years ago the Indians used the osage for bows on account of its great strength and elasticity, and on this account travelers called it bow-wood, or in French, bois d'arc. Later on the osage came into use extensively for posts and other uses on the farm. Although the osage does not attain large size, nevertheless much of it is sawed by small mills and finds its way into use for wagon felloes, insulator pins, tool handles, small parts of machinery, and oftentimes into cabinet work. It sometimes is used also for railroad ties. In a recent investigation of its utilization by the United States Forest Service, it was found that its uses in the order of their importance were approximately as follows: Posts, piling, house blocks, wagon felloes, insulator pins, and telephone poles, the posts consuming approximately ninety per cent of the total. During the past few years the osage has also found use in a small way for numerous products. Among such are police clubs, clock cases, canes, wooden rollers, rustic rockers and benches, parquetry flooring, tobacco pipes and wood paving. The bark is sometimes employed in tanning leather, but its commercial value is not sufficient to induce operators to peel the logs they take to the mills or the posts they send to the markets. Its use for this purpose, however, should



OSAGE ORANGE FENCE POSTS.

This is a Kansas farm and barnyard scene, representing the ricks of hedge posts that have been cut from the overgrown hedge row. It is valued principally for the excellent and durable posts it will produce. Most of the farms in eastern Kansas have an ample supply of such posts for their own use and a surplus to sell.



OSAGE ORANGE FIREWOOD.

This rural scene shows how carefully the farmer, in the sparsely timbered country of the South, carries out in a practical way the conservation of his scanty supply of timber, by saving the limbs and small hedge trees that are not suitable for posts, and thus accumulates a store of fuel that is equal in heat producing qualities to the best stove coal.

be looked into further. The root, it has been found, contains moric and morintannic acid. In the region where the osage grows the wood, bark and roots are employed for dyes. The coloring matter is extracted by chopping the wood into small pieces and boiling it in water. Cloth treated with the dye stuff is colored yellow.

The manufacture of wagon felloes and rims from osage orange is of considerable proportion, it being estimated that about 12,000 wagons are manufactured annually in the United States in which osage orange is used for these purposes. The demand for such wagons is principally in dry, warm regions, where roads are comparatively free from rocks. There is very little shrinkage or swelling under climatic changes, and a wagon wheel with osage rims gives long service under conditions which are soon fatal to an ordinary wagon. On rocky, solidly built roads, the rims, however, are unsatisfactory, because the violent impact due to striking unyielding obstacles splinters the wood. So great has been the demand for wagons supplied with osage rims and felloes that there is already a distinct shortage of supply of the wood.

The logs that go to osage rim mills are small in size and distorted. Saw-logs of even fair size and moderately symmetrical form are seldom seen. As a consequence the manufacture of rims from osage is expensive and tedious. On account of this scarcity of good saw-logs, an immense amount of timber must be culled over to supply the demand for good stuff. It is calculated that 26,000,000 feet of osage is cut annually, of which amount less than three per cent appears in finished form as wagon stock. It is estimated that about 18,400,000 feet are used annually for posts, 1,000,000 feet for house blocks and bridge piling respectively, 700,000 feet for wagon rims, 400,000 feet for insulator pins, 350,000 for telephone poles, while there is an annual waste of over 4,000,000 feet in the manufacture of rims and pins.

It is hardly likely that the last of the osage orange will be seen in the near future, for it takes a tenacious hold on ground where it once becomes established; reproduces rapidly and grows with fair rapidity. While it does well usually when planted, the number of trees planted so far are too few to be important. But with the present annual cut the total output of osage orange must decline rapidly until the time comes, if ever, when planted trees will check the decline.

While the natural range of osage orange covered about 10,000 square miles and the stand on many large areas within that range was once abundant, it is a significant fact that the wood is now found commercially in restricted areas only. The combined area of these commercial stands will probably not exceed 400 square miles.

The tree picture accompanying this article was taken near Fort Scott, Kans. The tree is two feet one inch in diameter, breast high, and thirteen feet to the first limb. It would make about seventy-five fence posts that are worth twenty cents each, giving the tree a value, to the farmer, of fifteen dollars.

Meeting Wisconsin Manufacturers

A continued spirit of optimism as to the general market conditions throughout the territory covered by Wisconsin and upper Michigan manufacturers was evident in the quarterly meeting of the Northern Hemlock and Hardwood Manufacturers' Association, which convened at Hotel Pfister, Milwaukee, on April 17. The facts brought out in reports and discussions, which are of unusual importance as governing factors in the market, were a decided shortage in dry stock on hand; decrease in green stock at mills; decrease in saw-logs brought in during the past winter, and a favorable change in prices during the last few weeks.

Following the reading of the minutes of the previous meeting, Secretary R. S. Kellogg read the report of the treasurer, which showed receipts up to April 15 of $3,414.93 and disbursements of $3,314.93. It was explained by the secretary, however, that the balance on hand of $35.14 was not an indication of a weakness in the treasury, as the second quarters' dues are still outstanding and a number of the members are still in arrears for the first quarter.

Secretary Kellogg gave a verbal report, comparing cut and shipments; dry stock unsold and log input on March 1, 1911, and March 1, 1912. The report also contained an analysis of the insurance situation as obtaining among the mills of the members of the association. The report showed an increase in hemlock cut during the year of thirty-three per cent and an increase in shipments of forty-nine per cent; a decrease in hardwood cut of five per cent and an increase in hardwood shipments of forty-four per cent. This shows an average increase in cut of seven per cent and an average increase in shipments of forty-seven per cent.

The comparison of dry stock on hand April 1, 1911, and April 1, 1912, showed a decrease in hemlock of twenty-seven per cent and in hardwood of forty per cent. There were on hand unsold April 1, 99,965,000 feet of hemlock and 23,171,000 of hardwood. The report

on log input established a decrease of eleven per cent during the year in all woods and a decrease of fourteen per cent in the input of hardwood logs.

Secretary Kellogg deplored conditions which will permit the marketing of log-grade stock at far less than cost. He quoted the figures of a prominent Wisconsin manufacturer as showing a total manufacturing and marketing cost of $11.73, against an average selling price of $6.44 for No. 3 hemlock. The same firm showed proportionate figures for hardwoods.

In discussing the question of insurance among the members of the association, the secretary stated that the average ratio of losses to premiums on the present basis is thirty per cent for sawmills, twenty-eight per cent for planing mills and thirteen per cent for the yards.

After touching briefly on general advertising of lumber by the association members, Secretary Kellogg closed with an analysis of general market and trade conditions that were both comprehensive and encouraging.

President E. H. Hamar then presented the following report:

President's Address

Since our annual meeting held Jan. 31, we have seen a steady improvement in market conditions, notably in hemlock and low-grade hardwoods. The general condition in the country is gradually improving in all lines of trade. The presidential election is no longer a bugbear, and from present indications business men and business interests are doing business regardless of politics. All indications point to a strengthening market, and if we do not get the cost plus a fair profit out of our lumber during the coming year, we shall have no one to blame but ourselves, as apparently we are our own competitors. The cargo market on hemlock at upper Lake Michigan points is now about $14 for merchantable 10 to 16 feet. This means practically $15 for No. 1 and $13 for No. 2. How many of us are getting this shipping by rail after deducting yarding and carrying cost? It is a self evident fact that the large wholesalers are looking for a good market, or they would not be laying in stock at these prices. Another indication of the strength of the market is the constant inquiry from eastern points.

At the annual meeting our president was instructed to appoint an advertising committee to look into the matter of joining the National association in its advertising campaign, or of carrying on an independent campaign. Such committee was appointed and will report today with its recommendations, which I trust will be favorably acted upon. We lumbermen have been asleep while the patent roofing man, the cement man, the stucco man and numerous others have been carrying on extensive advertising campaigns. All of the building substitutes are floated by liberal advertising. There is not a patent roofing or building substitute that is not sold almost exclusively on an advertising basis. If the lumbermen are going to head off this encroachment, they must do it through advertising.

Your secretary, as instructed at the annual meeting, has been gathering statistics regarding the amount of money expended by the members for insurance during a stated period of years. In this work he has been partially successful. He has, however, found some members averse to giving him the necessary figures. As long as the rates are not asked for we can see no good reason for not giving him the information. A compilation of these figures plainly shows that the lumber manufacturer has been paying too much for insurance. There are now a number of good, well managed inter-insurance associations in the field that insure at actual cost. These associations will bear investigation and we think they can be made the means of saving our members a large amount of money.

One of the things the members of this association should take into consideration is the matter of forest fire protection. We have in the upper peninsula of Michigan a well organized association with secretary in charge and a number of forest rangers. Why could not the Wisconsin timber holders join this association and make one large organization of it? I think that this is worthy of your individual consideration.

We have with us today a member of the Wisconsin Industrial Commission who will later address you on safeguarding machinery. Up to the present time, or rather until the workman's compensation law was established, we have been a little careless of this part of our business. I think it a good plan for a manager of a plant to take an occasional trip through the lower part of his mill looking for unguarded places. A foreman becomes so accustomed to seeing these exposures that he becomes hardened to them and they cease to appear dangerous.

Following this report, the president opened a discussion of the question of inter-insurance among the association members and manufacturers in Michigan. He suggested that operators in Michigan and Wisconsin organize an inter-insurance company, stating that present companies of that type can carry about fifty per cent of the possible business. It was moved by A. L. Osborn and carried that the president appoint a committee of three to look into the possibilities of such an organization, separate from the association, and report at the next meeting.

C. W. Price of the Wisconsin Industrial Commission gave an interesting talk on the Possibilities and Actual Accomplishments in Preventing Accidents and Loss of Life in Industrial Plants. Mr. Price had provided an exhibit of several hundred pictures illustrating present methods in use in large plants for safeguarding workmen. He told of results of the application of modern ideas for the protection of men in some of the largest plants in the country, citing as an example the plan of the Illinois Steel Company, the father of the movement. This concern in eight years reduced the number of accidents over fifty per cent. The system as explained by Mr. Price embodies not only the installation of safeguards, but a campaign of education among the workmen, inspection and meetings of foremen of departments, with the idea of bringing out ideas through discussion.

In closing Mr. Price said that the Wisconsin Industrial Commission is endeavoring to promote the scheme on the same basis as it is already applied privately, and is incorporating the best ideas of all the present systems.

B. A. Johnson, editor Lumber World Review, Chicago, spoke broadly on the subject of a forest products exhibition, enumerating the possible features of such a function and the benefits to the lumber trade at large. A motion then prevailed that the president appoint a committee to co-operate with any other committees which may be appointed by any of the other associations.

W. A. Collar, chairman of the railroad committee, spoke of the threatened withdrawal of railroads running into Chicago territory of the concentrating rate on box lumber. It was moved that the committee do everything possible to prevent such a withdrawal, and that its members attend the hearing of the box manufacturers in Chicago on April 18.

The report of Chairman McCullough of the advertising committee was then read as follows:

Report of Advertising Committee

I am firmly convinced that we should advertise. Every substitute for lumber, both for rough construction and finish, have been busily pushed for some time, and are making serious inroads on our business. We have been asleep, and this is strikingly brought home by a recent letter to our secretary from the editor of a building and engineering magazine who says:

We take the liberty of stating that the reasons our pages contain so much cement news, etc., is on account of the fact that the cement manufacturers keep us constantly supplied with such data, etc., and despite our frank requests, we have never yet succeeded in getting even a line from any lumber firm, although we are and have always been ready to give such articles space.

The further I look into this matter the more convinced I am that we should do something in the way of proper advertising. A campaign can be carried on, of course, for any amount we care to spend, but I believe a great many will be as surprised as I have been to know how effective a publicity campaign can be carried on for a comparatively small amount.

For instance—an attractive booklet can be gotten up, and all necessary information could be placed in the hands of architects and builders direct from our secretary's office for not to exceed $50 per thousand. I understand there are approximately 5,000 architects in the United States.

I am sure that a much more effective campaign could be carried on by using a few advertising mediums that will reach the very people who influence the character of materials used in private and public construction of all kinds.

In reply to our secretary's circular of Feb. 23, asking for data on advertising from each of our members, forty-five answers were received. Of this number, twenty-eight firms report no expenditure at all for advertising, and seventeen members report a total expenditure of $6,300 per year. This circular was sent to eighty members, so it appears thirty-five failed to report at all. We certainly can assume that the total amount spent by all our members for advertising is at least from $9,000 to $10,000 per year. Some of the answers given by the members as to the effectiveness of their advertising, replying to the question: "What in your opinion have been the results of your advertising?" are as follows:

"Not very effective."
"Not that we are able to see."
"Has not benefited us very much."
"Serves to keep name only before dealers."
"Slight."
"Always."
"None."
"Not what it should be in comparison to the amount spent."
"Advertise only to keep our name familiar. Do not look for direct results."
"None."
"Has increased number of inquiries in some territory."
"It may to some extent, but doubt if it pays."

"Increased sales and got us in touch with a large assortment of customers.'

"Has brought birch to attention of many unfamiliar with it, and increased demand."

"Our advertising brings us no results. We simply carry it as a recognition of the value of service of lumber journals."

To my mind, such information direct from our members proves conclusively that we should start some systematic advertising, and I believe that this can be done at a very small individual cost. I have only gone into this in a general way, and do not think it should be dropped, but on the other hand, would suggest going into an advertising campaign as soon as it can be properly outlined. If this cannot be handled as an association matter, I have no doubt but that it can be carried out by a number of our members who are already greatly interested in the scheme. I feel, however, that it certainly should be backed by the entire association membership, as each and every one of them would reap their share of the benefits, and the campaign would not be carried on by individuals and their companies given prominence.

M. P. McCULLOUGH.
Chairman advertising committee.

The morning session closed with a discussion of the question of general advertising.

AFTERNOON SESSION

The meeting opened with a report of the committee on grades and information which told of the working on the general revision of the present grading rules of the association. Regarding the market conditions, the committee said that hardwood stocks are pretty well cleaned up, with low-grades from one to two dollars higher than during the winter. Box lumber is still further advanced and hemlock lumber has enjoyed a two dollar increase in price during the last ninety days, especially in lower Michigan and Ohio Territory.

A discussion of the prevention of forest fires brought out that unless some action is taken by Wisconsin timber holders, legislation on the subject inimical to the best interests of the Wisconsin operators is likely at the next session of the Wisconsin legislature. As an offset to such legislation, it was proposed to join the Northern Forest Protective Association, an organization that has already proved of inestimable worth in the suppression of forest fires and their prevention by means of efficient patrols and by a comprehensive system of education among all persons who might be in the woods as settlers, operators, campers, etc.

T. A. Green reviewed very vividly the work of the Northern Forest Protective Association, after which a motion prevailed instructing the secretary to arrange for a meeting in Wausau of all the Wisconsin timber owners, with a view of meeting Thomas B. Wyman of the Northern association and working out means of spreading the good work of that organization through Wisconsin.

A motion was then made and carried that the next meeting of the association be held at Houghton, Mich., instead of at Milwaukee. This meeting will probably be held about the middle of July.

The meeting then adjourned.



Huntington as a Lumber Town



The plentiful supply of cheap fuel, power and raw material, makes Huntington, W. Va., an ideal center for manufacturers. This is particularly true of those manufacturing industries which use as raw material the products of the forest, for this city is so situated as to be within easy call of the hardwood forests of eastern Kentucky and Tennessee, West Virginia and western Virginia. Situated as it is on the Ohio river, it has ideal water transportation in addition to splendid facilities for shipping by rail. The Ohio is an avenue of traffic for the Southwest to the Cincinnati and Louisville markets, while from the Northeast tons of freight are exported to and imported from Pittsburgh, Wheeling and other points, at a very low cost.

Huntington is fortunate in being located on three of the big trunk lines of the country—the Norfolk & Western, the Ohio river division of the Baltimore & Ohio, and the main line of the Chesapeake & Ohio. Huntington depends upon the Norfolk & Western for access to the agricultural territory north, and the mining region to the south and east. This region offers a consuming market for a great many lines of manufactured products, including those of the forest. The Baltimore & Ohio, passing northward and eastward through the territory along the Ohio, and connecting with northern markets, is an important artery which carries from Huntington a great deal of raw material and finished products. The main line of the Chesapeake & Ohio opens to Huntington the region of the New river and the Alleghany mountains, and with it the immense Kanawha and New river coal fields. In addition, it connects directly with Cincinnati and markets to the south and west. Its main branch lines tap the fast developing timber and mineral territory.

It is undoubtedly due to the excellent transportation facilities and unusual opportunities for procuring fuel, labor and raw material that Huntington has shown the remarkable development it has during the last few years. It is a fact that in five years the population of this progressive town has doubled, and now stands at about 35,000.

The development of the wood using industries in Huntington has placed them foremost among the city's industrial enterprises. They are represented by twenty-five to thirty concerns in good standing, which consume annually in the neighborhood of 16,000,000 feet of lumber. Of this approximately fifty per cent is pine and the remainder hardwood. The most important of the wood consuming industries are the Baltimore & Ohio Railway car shops, at which are manufactured a great many of the express cars and some of the passenger cars used by this system. It is estimated that this concern alone consumes 600,000 feet of lumber per month. The American Car & Foundry Company was formerly a large consumer of lumber at Huntington, but its plant is now confined entirely to the production of steel cars, and it is using wood only in minor details of car construction. The city boasts of two well-equipped sawmill plants and a high-class veneer plant. Among the other wood-working concerns are numbered table factories, furniture factories, sash, door and blind factories, planing mills, handle plants, a bung factory, which is the West Virginia branch of the United States Bung Company and a plant of immense size, wagon factories and car plants.

There are eight concerns actively interested in the lumber business in Huntington, and they ship their products over a large territory in the eastern part of the country. They have the pick of the choicest timber and a region which produces unequaled hardwoods. Three of the companies are actively interested in the manufacture of lumber either in Huntington or adjacent country. These concerns are the Tug River Lumber Company, the Rock Castle Lumber Company and the C. L. Ritter Lumber Company, as a group, the D. E. Hewit Lumber Company and the Peytona Lumber Company. Other active concerns in the trade at Huntington are the Hutchinson Lumber Company, C. S. Brown, the Wood Lumber Company and the R. F. Chambers Lumber Company.

Huntington's largest lumber interests are the associated Tug River, Rock Castle and C. L. Ritter Lumber companies, whose administrative offices are in the Frederick block in Huntington. B. B. Burns is the active manager of the sales end of the business. These allied interests handle almost entirely their own stock manufactured at their own mills, although they do quite a little wholesaling in oak and poplar. The mills are located in Virginia, West Virginia and Kentucky. The three companies are of wide prominence in the trade at large, and their officers are prominent in association work.

The D. E. Hewit Lumber Company is now actively engaged in the manufacture of lumber in Huntington, having taken over the Sliger mill in that city. This company recently purchased 17,500

acres of high grade timber on Rum creek on the Guyan valley division of the Baltimore & Ohio in West Virginia. It is expected that this piece of timber will cut about 60,000,000 feet of lumber. The company also owns another tract of timber on Buffalo creek on the same division of the Baltimore & Ohio. This will cut in the neighborhood of 6,000,000 feet. All this timber will be shipped by rail to the company's Huntington mill. It is all virgin timber and high-class stuff, and consists of about one-third poplar and the balance oak, chestnut, ash, basswood and hickory. The Huntington mill will cut in the neighborhood of 35,000 feet a day, and it is the plan of the Hewit company to specialize in oak bills, car stock, bridge timbers, switch ties, etc., in addition to all grades and thicknesses of southern hardwood lumber. In addition to the Huntington mill, the Hewit company has two mills on the Norfolk & Western, bringing the daily output up to about 75,000 feet. It also handles the output of two large mills in the South manufacturing oak and poplar. D. E. Hewit, head of the concern, has been in the lumber business for the past twenty-five years. Before going to West Virginia, seven years ago, he was connected with Wilcox & Co. in Pennsylvania.

The Hutchinson Lumber Company is headed by R. L. Hutchinson, as president, while W. R. Locke is secretary. The business has been running on the present basis for about four years, and has already established a high-class reputation at producing and consuming ends of the trade. The Hutchinson company handles about two-thirds of stock of its own manufacture, and wholesales the rest of the 1,000,000 feet handled monthly, consisting entirely of hardwoods. The company owns its own timber and contracts for the cutting at the mills at Logan and Naugatuck, W. Va. It has a great many thousands of dollars invested in virgin growth standing timber that will keep it running for a long time.

C. S. Brown, with offices in the Robson-Prichard building, is a successful wholesaler of anything and everything in hardwood lumber. He bases his success to familiarizing himself with the exact needs of his trade and delivering what he promises to. Mr. Brown was formerly associated with the Taylor-Brown Timber Company, but for the past year has operated under his own name. He has unusually good facilities for getting hold of almost any kind of lumber and delivering without delay. Recently he doubled his office force and office capacity, and is reckoned as one of Huntington's leading lumbermen.

The oldest concern in connection with the production of forest products in Huntington is the Central Veneer Company. William Seiber, its active manager and proprietor, came to Huntington in 1894 to superintend the erection and operation of a new veneer plant which was about to be constructed in Huntington. In 1895 this concern was incorporated as the Southern Veneer Company. Mr. Seiber landed in Huntington with fifteen cents in his pocket, but two years after had progressed to such an extent that he was able to purchase all the other interests in the Southern Veneer Company and to start in business for himself on the present basis. He began his education in the veneer business in Cincinnati with the old E. D. Albro Company. In the present plant he originally cut drawer bottoms, but within two years commenced the production of crossbanding, and is now manufacturing it almost exclusively. Last summer the company started cutting rotary mahogany veneers, and will incorporate this branch as a regular feature of the business. Mr. Seiber has planned to install a new rotary machine in May or June in addition to the two that he already has. He will also install a modern, quick veneer drier, and estimates that his total output per day, when his new equipment is entirely installed, will be 175,000 feet.

The Peytona Lumber Company, Inc., was organized on August 5, 1905. It has been operating on the present site only since December, 1911, prior to which the mill was located at Peytona, W. Va. The company's present mill is an 8-foot band, sawing between forty and fifty thousand feet a day. The Peytona Lumber Company owns its own timber, consisting of 14,000 acres in Logan county, West Virginia, from which log deliveries are made by rail in special cars consigned via the Chesapeake & Ohio Railway. In addition to this timber the company owns 6,000 acres in Nicholas county. Both these tracts predominate in soft yellow poplar, white oak, ash and basswood. E. K. Mahan is secretary and general manager of the company; W. E. Smith, vice-president, and Green Smith, formerly of the Smith Brothers Company, Hugheston, W. Va., treasurer.

Meeting Michigan Manufacturers

At the Pontchartrain hotel, Detroit, on Friday, April 19, occurred the quarterly meeting of the Michigan Hardwood Manufacturers' Association. President Charles A. Bigelow presided. There were present about forty of the sixty-four manufacturers allied with this association, who were represented by one or more members, and the attendance was about the usual number.

The secretary read the minutes of the January 25 meeting, which were approved, and then read a report as follows, which was also approved.

Secretary's Report

Another quarter has rolled around and we meet together today to consider the interests surrounding the lumber trade, viewed not only from the manufacturer's standpoint, but also from the standpoint of the other fellow.

Many manufacturers in speaking of the outlook of business conditions this year as compared with last, believe they are fully as good as last year, and in some respects better. Our market conditions committee will report fully on this subject.

The forest fire protective committee of our association met in Bay City, Feb. 14, and after considering the needs of members along this line, engaged Charles F. Hickok of Grand Maries as chief warden of the Forest Fire Protective Department of the Michigan Hardwood Manufacturers' Association. The committee had no time to bring this matter before the members as it was deemed imperative that this work be started at once in order to be prepared at the opening of the danger season this spring. Mr. Hickok has established headquarters at Gaylord, and a special report on this subject will be made by the chairman of that committee.

For a period of three and one-half years members of this association and other manufacturers shipping lumber and flooring to Pacific coast terminals have been trying to obtain a 75-cent rate as against an 85-cent rate that applied from this territory prior to April 1, 1912. They endeavored to obtain relief through the Michigan railroads, who, while recognizing we were entitled to such a rate, were powerless to help us and referred us to the trans-continental railroads. The subject was taken up with the latter but we were told that inasmuch as the Intersate Commerce Commission had established the basis, they would not make any changes in the rates. We were, therefore, compelled to file complaint with the Interstate Commerce Commission, which we did in May, 1909, and March 24, 1910, the commission sent an examiner to Cadillac, who heard the case on their account. Attorney Percy argued our case orally before the entire commission on Nov. 10, 1910, and Feb. 19, 1912, we received notice from the commission of its decision in the case, allowing an 80-cent rate on south and west of a line drawn from Muskegon to Saginaw valley, West Bay City, Vassar, Port Huron, Detroit and Toledo, which only served a small proportion of the interests involved because of its seeming lack of knowledge of the geography of Michigan. We then petitioned the commission for reopening of the case, and are still contending for the 75-cent rate. In the meanwhile, the railroads, seemingly well pleased with the decision rendered by the commission, placed the 80-cent rate in effect from all the lower Michigan territory. We have received some criticism regarding our antagonizing the railroads on account of this case from one or two parties, but believe we are right in carrying the case through to a definite decision, and wish to state that we have not antagonized the railroads in so doing, as most of them have recognized the justice of our position in the matter and have felt we should have relief.

The subject of transit lumber has recently engaged the attention of the Interstate Commerce Commission, who reopened hearing on the question at Washington, D. C., March 28, 1912, where lumber interests from the East, South, Central West and West were present. In addition to the railroads who were interested in this subject were lumbermen from Buffalo, Grand Rapids, Saginaw Valley, Memphis, Chattanooga and other points that were specially interested in handling lumber on the transit basis

These lumbermen were placed on the stand and testified as to the present practices and stated what they desired to apply in the future. The commission was very emphatic in stating that its orders must be complied with and the practice of substituting one kind of lumber for another, the using of lumber at the transit point in manufacture or otherwise and the application of in billing on shipments out where other lumber was substituted, must be discontinued.

From the commission attorney's questions to witnesses of both railroads and lumber interests, it would seem as though the commission will demand if a car of maple lumber is shipped in, maple lumber or the product of maple lumber must be shipped out. In other words, they would not allow a car of maple lumber in and a mixed car of maple, beech and birch lumber out.

The new employer's liability law enacted by our last legislature should be studied with care by each member as there are points contained therein which every employer of labor should be conversant with. It is probable that this subject will be discussed here today.

Report from the grading rules committee with recommendation as to changes in the rules of the National Hardwood Lumber Association will be presented to you today for your decision before forwarding to the National association.

When we reported on our assessment for 1912 at the last meeting, there were several members who had not sent in their checks. We are pleased to state that we have now collected the amount due from every member of the association, shipping hardwood lumber during the period covered by the assessment.

Our treasurer's report will show the association to be in good financial standing, and we might explain here that the amount expended in the Forest Fire Protective Department will be collected from the members interested when the assessment is levied against the lands in the Forest Fire Protective Department and the members reimbursed for the amount expended. J. C. KNOX, Secretary.

Treasurer C. T. Mitchell reported the total receipts of the association since the last meeting at $5,631.33 and expenditures of $1,831.93, leaving a balance on hand of $3,799.40. The report was approved.

President Bigelow made a brief address on the business outlook, which he regarded very optimistically, reporting demand and prices satisfactory, and everything promising a good year for Michigan manufacturers of both hardwoods and hemlock.

The chairman of the railroad and legislative committees advised that they had no reports to make.

President Bigelow read a letter from the fire warden, recently engaged by the association to carry on the forest fire protection service of members of the organization, in which he stated that he had now mapped out 265,956 acres into eleven districts belonging to various participants in the movement, and it is believed that within a short time, probably not later than April 28, approximately 300,000 acres will be covered by the patrol service.

President Bigelow announced that the fire warden was doing his work carefully and systematically, and that the system would afford manifest protection to the timber holdings of the participants in the movement. He announced that the bills of this department would not have to be cared for by the parent association, as the owners of the timber patrolled would pay same.

On motion of Mr. Richardson, an assessment of ten cents an acre was made on the owners of the timber lands that had joined the fire protection movement to take care of the cost of this service until the next meeting of the association.

Bruce Odell, chairman of the market conditions committee, then presented a report which follows:

Report of Market Conditions Committee

This is one of the times when your committee finds its task a very easy and pleasant one, as notwithstanding the precedent of generally disturbed business conditions during a presidential year, we are now in the midst of political strife and business seems oblivious of the fact. Whether the people have come to a realization of the fact that our country is greater than any man in it, that it is not dependent upon any one man or set of men for its prosperity, we are unable to say, but of this we are very positive, the lumber business from the standpoint of the manufacturer of northern hardwoods and hemlock is good—decidedly good.

The time may have been when some few items may have been in lighter supply and in stronger demand, when prices for some items were higher than at present, but we know of no time when northern hardwood and hemlock, as a whole, was in better demand, and this seems true not only of our own state but throughout all of the northern district.

Stocks of hemlock generally are light with very little in shipping condition, and large orders booked for shipment as soon as dry enough to ship. These conditions are even more pronounced as regards low grade hemlock. The prosperity of the farmer and the fact that there is no accumulation of yellow pine, seems to warrant the prediction that this very desirable condition of hemlock will continue throughout the year.

While the estimated peel for 1912 is considerably in excess of the actual peel of 1911, it is only about eighty per cent of the estimated peel for 1911, and it is safe to assume that many manufacturers will find this year as they did in 1911, that quite a proportion of their hemlock will not peel, and that the actual peel for 1912 will fall short of that of 1911. Unless the use of hemlock bark is supplanted by the use of other materials we should realize somewhat better prices for our bark this year than last.

With one exception the prospects for northern hardwood lumber probably never were brighter and nothing short of a general business disaster seems likely to prevent the manufacturer from realizing a fair price for his product. Stocks generally are low, the demand is excellent and the estimated cut for 1912 is nearly identical with that of 1911. The prices obtained for northern hardwood lumber during the past sixty days as reported by members, indicate a good healthy demand with no marked shortages except possibly in beech of all grades and No. 3, common hardwoods generally.

Beech, our lowest priced northern hardwood, has shown remarkable gains as to prices during the past year and a corresponding shortage has developed. In fact the consumer has come to realize a fact that your committee has tried to impress upon both producer and consumer of beech lumber, which is that for many uses beech is much better than many other kinds of wood that have been selling at much higher prices.

Prices for low grade hardwoods of all kinds have also made heavy gains during the last year, owing largely to the following reasons: First, the prices obtained for No. 2 common and No. 3 common during 1908, 1909, 1910 and part of 1911 were not sufficient to reimburse the manufacturer for manufacturing costs so that he found it necessary to change his logging plans to fit current conditions with the result that more timber was left on the land, a better class of logs containing less low grades was taken out of the woods, with the result that less low grade lumber was produced. Second, the stampede to fiber packages was checked as it was found that for many purposes the fiber box was not a suitable or acceptable substitute for the wooden package, and consequently more low grade lumber went into the manufacture of wooden boxes. Third, an immense amount of low grade lumber was diverted from former channels into the manufacture of hardwood ties. In the opinion of your committee, the use of low grade lumber is on the increase, both for the manufacture of wooden packages and railroad cross ties and the production of low grade hardwood lumber will not increase materially until the price will pay the manufacturing cost.

The only item in the whole list of northern hardwood lumber that shows any indication of sluggishness is that of the flooring grades of hard maple and we are glad to note a decided improvement even in that item. There were indications of a serious break in prices for this item at one time, but there are now many indications of improvement and a level of values reached of approximately $1 less than last year. Because of the unusual demand for thick maple, white maple, straight grained maple and many other specialties in maple, it is probable that less than the usual amount of flooring stock will be put up this year and the greatly increased demand for four quarter maple for uses other than for flooring, is reducing the surplus of flooring stock rapidly. We would recommend that the manufacturer be in no haste to dispose of his flooring grades of maple and that he divert as much as possible to other channels and we believe that if these recommendations are followed the slight surplus of this one item will be worked off without any serious sacrifice of values.

With a comparatively light stock of northern hardwood lumber, a good general demand at very satisfactory values, no increased production for the year contemplated, and a very decided reduction in the production of southern hardwood lumber anticipated because of floods and other conditions peculiar to the southern hardwood district, we feel decidedly optimistic as to northern hardwood conditions throughout the year.

We at this time want to compliment the manufacturer of northern hardwood lumber on the improvement he has made during the past five years in his method of marketing his product. An improvement that is very clearly demonstrated in the last report of prices obtained by the different manufacturers. While there is still room for improvement and still quite a wide range between the high and the low man we seem to be coming nearer to a reasonably uniform standard of values. There of course will always be quite a wide range in prices because of a difference in the quality of timber in different localities, a difference in the methods and facilities for manufacturing and marketing and the freighting distance from the consuming market, but with lumber as with all other commodities, there should be some reasonably close range of values, a condition we have never obtained and which we can not approach without reasonable co-operation.

We are glad to note the growing tendency to market northern hardwood lumber on grade instead of mill run, log run, No. 2 common and better or No. 1 common and better. This is the only way in which you can give your customer any degree of guarantee as to value, and so long as the matter is left in doubt the purchaser is inclined to take the benefit of the doubt and reasonably so. If you have a good article to offer you can not get full value for it sold as log run or No. 2 common and better,

and if you have a poor run of stock the consumer does not get value received.

The report of prices received by members would indicate that in many instances higher prices have been obtained than shown by the January list and that nearly all items are strong at this list. Our recommendation is that you be in no haste to sell your stock and that you keep in mind the fact to which we have repeatedly called your attention heretofore, which is that supply and demand fix the price. At this time the demand with one exception is unusually good and the supply less than usual.

On motion, the report was accepted.

E. H. Hamar, president of the Northern Hemlock and Hardwood Manufacturers' Association, was introduced and stated that in Wisconsin there was a manifest shortage in both hemlock and hardwood lumber. He regarded the report of the market conditions committee very conservative.

He then spoke in behalf of an advertising campaign for the benefit of woods produced by Michigan and Wisconsin manufacturers, and also in behalf of an inter-insurance plan. He stated that statistics gathered by his association showed that only twenty-three per cent of the sums paid out for policies had been returned to the policyholders in the form of fire losses. He believed that the cost of insurance could be materially reduced by participation in an inter-insurance plan.

Secretary Kellogg of the Wisconsin association was then introduced and said that the members of that organization were in a very cheerful mood; saw improved business conditions at all points and better prices; reported short stocks. He stated that hemlock had advanced in value from one to two dollars per thousand since January 1, and for detailed information referred the members to the statistics as analyzed in his report.

B. A. Johnson, editor of the Lumber World Review, Chicago, was then introduced, and spoke in behalf of a forest products exposition, or a series of such expositions to exploit forest products. On motion of F. A. Diggins, the association went on record endorsing the project of a forest products exposition and agreed to lend its moral support to such a movement.

D. H. Day, chairman of the grading rules committee, on behalf of his committee and of a corresponding committee of the Northern Hemlock and Hardwood Manufacturers' Association, presented a report commending sundry changes in the rules to be brought before the National Hardwood Lumber Association at its next annual meeting. Considerable discussion ensued concerning these changes, and slight amendments were made in the report, and then, as amended, it was unanimously adopted and signed on behalf of both associations by the presidents and secretaries.

F. A. Diggins offered a resolution, which was adopted, specifying that the Michigan Hardwood Manufacturers' Association was in sympathy with the transit privileges now being urged by the Grand Rapids and Saginaw valley operators so far as they could be put in form in conformity with the law and the rulings of the Interstate Commerce Commission.

President Hamar of the Wisconsin association invited every member of the Michigan organization to be present at the meeting of his association, which will be held at Houghton, Mich, in July.

D. H. Day urged the attendance of every member of the association at the forthcoming meeting of the National Hardwood Lumber Association to be held in Chicago, June 6 and 7.

The meeting then adjourned.



The Handle Trade



A NEW HANDLE ASSOCIATION

The manufacturers of hickory tool handles of all kinds have been having several meetings of late with a determination to form a strong organization, which is greatly needed to protect their industry. From what I see of the methods employed by a few of them to sell their handles, I think that they need to get together to not only talk over prices and resolve or recommend to do certain things, but rather to form a strong selling corporation and sell all of their products through or to this company. I believe that this would not conflict with the Sherman law, as it is done by hundreds of firms every day. We used to say that competition was the life of trade. It may be that this was true in the past, but now it is simply the death of most trades, and does but very little good to any of them.

Our largest corporations have practically no competition and yet they have not raised the prices of their product—in fact, they are paying high wages to their employes and yet are selling their goods for but a very little, if any, more than the same goods were sold before the consolidations.

Handles of all classes are not bringing the prices that they should bring, but if the cost of selling could be cut manufacturers would have a nice profit. A selling corporation, by reason of selling the larger percentage of the handles made or even all of them, could sell at a great deal lower selling cost than the separate firm, and as it would be handling all the handles, could get a better price and dispose of all the grades and distribute them so that they would not conflict with the sale of the higher grades. Practically all these handles are at present bought by jobbers, among whom there is no co-operation. Thus the handles can be purchased for less than they are worth. The very large manufacturers, on the other hand, have none of this trouble, as they have plenty of capital and if they wished could hold the handles until the market suited them, but like the smaller handle men who haven't the capital, they do not want to keep their money tied up very long and so sell the handles at prices that are unsatisfactory. The small handle men usually claim that the larger ones do the price cutting, but from what I have learned by correspondence with firms of all sizes, this does not hold good. I find that the price cutting is done by smaller factories that are new to the trade, and not being able to make a first-class handle, sell what they do make under the best grade names and take low-grade prices for them. This is where most of the trouble arises and this is where a selling corporation would do the most good, as it would be able to buy up the handles made by this class of factories and regrade and sell them on a right basis. By all means let the good work go on and let us see a strong association formed to eliminate this class of handle makers.

HANDLE NOTES

Adulteration seems to have reached the supply house people as well as the others. We opened a bag of sand this week that had been bought for No. 0 white sand. It was a mixture of all grades from the finest to the coarsest. We have also found the same trouble with our glue and will have to get Dr. Wiley after some of the manufacturers.

* * *

Broom handle men have just had one of the best years in the history of the industry, and the prospect for the coming year looks to be just as good. It is too early to make any prediction as to the broom corn crop, but as a high price usually encourages the grower to plant more corn, so it is expected that there will be a large plant of corn in the different states. Although there was enough corn last season to supply every factory, there was but little to spare and the bare reports served to put a price on the brush that was higher than it was really worth. This put the price of brooms so high that the output was curtailed to a certain extent. It is to be hoped that the crop this year will be handled at a more reasonable figure.

* * *

Vacuum cleaner makers are beginning to use the hard maple handle in preference to the metal handle that was first tried.

Handles for these and for the carpet sweepers must be made from the very best hard maple and are graded very closely—in fact, handles for these machines must be perfect. A high price is put on them, as the makers are sure to get a large percentage of handles which are not up to grade and must be either reworked or burnt up. H. B. A.

Utilization of Hardwoods

ARTICLE FIFTY SEVEN

THE KITCHEN CABINET

In some respects the kitchen cabinet is the evolution from the old punctured tin-front kitchen safe in which was carried the cooked and uncooked food for speedy consumption. In other respects the kitchen cabinet is different, because within its various drawers, pigeon-holes and compartments are housed the flour, meal, spices and various condiments of cookery, as well as the sundry utensils employed in preparing the food. From a crude kitchen cupboard the modern kitchen cabinet has resolved itself into a compact arrangement for the storage of nearly all kitchen paraphernalia, as well as for the materials that go to make up the regular menus of breakfast, luncheon and dinner.



TYPICAL KITCHEN CABINET.

The modern kitchen cabinet is made from various kinds and grades of lumber and other materials, and varies in character of construction. Perhaps the past five years have seen this evolution to a new era in this ideal type of kitchen furniture. Some of these equipments are very modest in character and sell as low as ten dollars each, while others are of very substantial and elaborate workmanship, made of the finest woods, finished in an excellent way, and retail as high as fifty dollars each. Today there is an annual sale of kitchen cabinets that taxes the capacity of scores of large factories, and to the minds of housewives they are recognized as important labor-saving devises essential in every kitchen.

The remarkable expansion of the trade in kitchen cabinets is due largely to their convenience to the housekeeper, supplemented by a vast deal of money that has been spent in exploiting them. The old-fashioned housewife would have been disposed to think that a high-grade piece of furniture like a kitchen cabinet was altogether too expensive to go into the kitchen of the house, but with growing good taste and belief that even this room is entitled to some respect in domestic economy, the kitchen cabinet has come into being and is now a permanent feature of practically every well-conducted household.

The old perforated tin-front safe, as well as the tin-top deal table and the wood bottom chair has disappeared from the well-ordered kitchen forever. One kitchen cabinet manufacturing house alleges that nearly a half million of its cabinets are in daily use the country over, and this is only one of numerous concerns which devote their entire plants to the production of these modern kitchen necessities.

While the ordinary and cheaper types of kitchen cabinets are manufactured from low-priced woods, many of them now are produced in a make-up of which are involved red gum, white and red oak, elm, hard and soft maple and black ash, and in some exceptional instances fine specimens of kitchen cabinet work have been produced with an exterior finish of mahogany.

Illinois is not a remarkably large producer of kitchen cabinets, but this state alone in the production of these goods annually utilizes, according to the report of the Wood Utilization Department of the Forest Service, 320,000 feet of red gum; 300,000 feet red oak; 300,000 feet elm; 200,000 feet soft maple; 25,000 feet white oak and 5,000 feet black ash, or a total of considerably more than a million feet of lumber, showing an average cost of upwards of twenty and a half dollars per thousand feet.

For the manufacture of kitchen cabinets lumber is bought in both firsts and seconds and No. 1 and No. 2 common, and largely in 4/4-inch thicknesses. Considerable of this stock is resawed for panel work, and it often happens that considerable quantities of the panels are made from three-ply veneers.

These cabinets vary from three to five feet in length and have an average height of about six feet. Red gum seems to be the favorite material for their production, although the oak cabinet is also very popular. The compartment sections are usually made of sap gum, cypress, basswood or cottonwood, and occasionally some yellow pine is employed, and in the very cheapest sort, yellow pine is now generally utilized.

In Chicago there are about a half dozen manufacturing institutions devoting themselves exclusively to the manufacture of kitchen furniture, including kitchen cabinets, but perhaps Indiana produces more of this kind of furniture than a half dozen of any other states in the Union.

A canvass of this industry throughout the country should prove profitable as a source of distribution of many varieties of hardwoods, because the kitchen cabinet can be made of almost any variety of wood of substantial growth. It is a trade that is increasing rather than decreasing in volume, and it promises to constitute one of the most important places for hardwood distribution of all manufacturing lines.

"Don'ts" for Exporters

The Hardwood Manufacturers' Association in a recent circular publishes the following paragraphs, which constitute good advice to everyone having foreign transactions:

Don't let the office boy mail foreign letters short of postage.

Don't send letters to foreign customers "dictated but not read."

Don't forget the courtesies in correspondence which are still customary in foreign trade.

Don't try to dictate instructions regarding shipping documents or other technical details, unless the letter is checked carefully in every detail before sending.

Don't assume that the legal requirements in shipping documents are mere "details" which can be left to an inexperienced clerk.

Don't let an export shipment leave the house without thorough, expert inspection of every detail in the specifications, bundling, marking and documents. In some countries there are penalties for marking with a brush without a stencil.

Don't ship something "just as good."

Don't quote "dumping" prices to a foreign merchant, or any other prices that will interfere with any business previously contracted for by you.

Utilization of Wood Waste

The utilization of forest, sawmill and factory waste is a very important one, and that it is attracting the attention of a great many wood users is manifest. Recently an article appeared in the Saturday Evening Post on this subject, written by Forrest Crissey. The author evidently acquired the glittering generalities contained in his story from an interview with H. S. Sackett, in charge of the office of Wood Utilization, United States Forest Service, Chicago, and like a good many newspaper writers who are altogether unfamiliar with their subject, succeeded in involving his story to no considerable extent. The result of the publication was that Mr. Sackett has been deluged with more than a thousand letters from people who are interested, or believe they are interested, in the use of wood. Most of the inquiries gave him only a general idea of the problems involved, and the head of this department of the Forest Service has found it mighty difficult to answer the majority of his interrogators intelligently.

In self-defence, Mr. Sackett issued the following circular letter:

In converting trees into usable form there is entailed a certain amount of waste, which varies with the form of the product and the value of the wood. The difference between loss and waste should be kept in mind. Loss occurs when material is sacrificed because it cannot be used with profit. Waste occurs when only a part of the possible marketable product is used.

This waste, whether resulting from operations in the woods, at the sawmill or in the factory, is capable of utilization in two ways. One method is to use it in the form in which it grows; the other, to change its original form. In the first case small wooden articles, such as insulator pins, clothes pins, tool handles, wooden lath, etc., are made; in the second, the form and substance of the wood is entirely changed by some mechanical or chemical process and such products as wood pulp, charcoal, alcohol, turpentine, resin, etc., are produced.

At the present time in this country, in view of the enormous amount of wood available and its relatively low price, the use of waste wood in its original form, except as fuel, is not always practical. There are a number of reasons for this. First, there may not be enough waste annually to warrant the installation of the special machinery required. second, the waste may be in innumerable sizes and shapes and the cost of sorting thereby prohibitive; third, the manufactured products may be so far away that the freight would absorb the profits; fourth, the waste may have a fuel value equal to, or even greater than, the profits from further manufacture. On the other hand, if the amount of waste is relatively large and the sizes and shapes few in number, and the markets are not too distant, it often happens that small products can be made from large pieces of waste with very little additional expense. For example, cull maple broom handles become handles for croquet mallets; cull hickory wagon rims are reduced to first-class spokes, cull hickory spokes to hammer handles; white pine edgings are turned into curtain rollers, yellow pine edgings are made into lath; birch and oak trimmings go into picture frames, and so on. The products possible to manufacture in this way are countless and range from the small wooden button of maple to the pyrographical board, two feet square, trimmed from the end of a basswood box board.

In the other field of wood waste utilization, however, where the form and substance of the wood are changed and wood pulp and distillation products are made, the outlook is often more promising. In making pulp from yellow pine, for example, the size and shape of the waste is relatively immaterial. The important factors here are the necessary daily volume of waste and a good water supply. In distillation the volume of the waste is also an important factor. In these fields of utility, however, all woods are not suitable. For example, in pulp making, long fibered woods like spruce and poplar are preferred. In the vicinity of pulp mills, soft woods like spruce, poplar, aspen, balsam, hemlock, pine, basswood, and tulip poplar can generally be sold to a good advantage. In destructive distillation, beech, birch, and maple are most largely used. Many other woods, however, are coming into use for both of the above purposes.

It is realized that a brief statement of this character can give only information of a broad and general character, and cannot answer specifically the utilization question of any factory or mill, for the problem of each is a totally different one.

Among the many letters received at the office of Wood Utilization pertaining to this subject, the following is printed as an example of the few that bore any marks of real intelligence covering the subject under discussion, and is from a manager of a large and important lumber and veneer manufacturing house in the South:

The writer, with much interest, noticed the article concerning your work in the Saturday Evening Post and will state that this is a matter in which the writer is very much interested and has spent a great deal of time in trying to work out some of the problems in the waste in saw mills and veneer mills.

We note the suggestion for utilizing the cores for mine rollers and would be very glad to be put in touch with this trade, and especially would like to know if the red gum can be used for this purpose the same as the black gum.

Will state that we manufacture quite a good deal of gum and poplar veneers and like the rest of the veneer manufacturers, we have found no higher product for our cores than crating. Will state also that we do not find a profitable way of utilizing scrap veneers which is mostly 1/4" poplar and gum and while we would like to have a variety of sizes to cut to, a majority of our orders are in a hurry and we are unable to wait until we can get a full variety of sizes, especially smaller ones, in order to utilize the stock without loss.

We very rarely have orders to use stock under 4" or 5" widths nor under 12" long, and we would be able to get out quite a bit of stock running in the narrow widths from 1" to 5" wide and lengths up to 80" or in widths running up to 12" and under 12" long.

We also cut veneer thinner than 1/4" and have quite a large waste in 1 20" and 1 30" cross banding, caused very largely by tearing in the drying process. The thinner veneer mentioned comes of a higher grade than the thicker veneer and is used for cross banding requiring a single sheet, that is, you can not put pieces together, and there is no demand for small pieces. I mean to say, there is no demand in the cabinet trade.

At this point I wish to state that all the veneers that we make here are for cabinet purposes and we do not make any baskets or packages. Veneers made for baskets and fruit packages are made by a process much cheaper than we use, as it is not necessary for them to be so accurate in the making, nor is as much attention paid to ruptured surfaces caused by fast cutting.

Another problem that comes to us is in our sawmill. We make quartered oak almost exclusively and the waste that we complain about most seriously with quarter-sawing is the amount of sap-wood and the amount of narrow strips necessarily made, and these strips are used very largely by the flooring manufacturers, but the flooring man does not want sap strips, and it is even a difficult matter to get them to take the amount of sap as prescribed by the rules of inspection.

We have at this particular time several cars of quartered white oak strips running from 1½" to 3½" wide, absolutely clear on one face and two edges, straight, bright, clean stock, and we can not get an offer for them for more than about $18.00 to $20.00 per M feet, and they are worth that much to us to cut up into piling sticks. There also is a large percentage of these strips that are graded No. 1 common on account of having a knot or defect showing through the strip, and will say that there is a limited demand at from $15.00 to $17.00 per M feet. These prices, of course, are f. o. b. mill in Tennessee or Mississippi.

This grade of strips is used by some of the floor manufacturers and the clear part of the strip is cut out and put into high grade flooring and parquet work, and the rest of the strip is made into low grade factory flooring, but there does not seem to be a demand for a medium grade flooring. The high class user wants a flooring absolutely clear of all defects and sap. The writer has suggested that a process of fuming or coloring be used, that is, that the pieces that show part sap and part heart-wood, in order to make them a uniform color, be stained, but no manufacturer considers the proposition seriously, claiming that there is not a demand for it, and none of them care to create a demand.

We have tried on several occasions to work up our common strips and No. 2 common quartered oak into furniture dimension stock, but we have been unable to find a furniture manufacturer who was willing to pay a fair price for this material. He expects us to furnish him absolutely clear stock in which there will be absolutely no waste to him for which he expects to pay about a No. 1 common price, lumber that requires cutting over 66½% clear face, and on which he has to put the expense of cutting out the defective parts and cutting into workable sizes and shapes.

Could we get in touch with some furniture manufacturer who was willing to pay a clear price for clear lumber, we would very gladly resume part of our business, but as it is has been in the past it has been a great deal of work and worry securing the business, getting it out and on the market, and in the end it is only a case of swapping dollars and in some instances an absolute loss.

We presume that this subject has been threshed out with you before and you are, no doubt, more familiar with the subject than the writer, and I am giving you these facts that you may know the class of information that I want and if you have anything at hand that would help us, we would be very glad, indeed, to have it.

The utilization of wood waste as before noted is one of paramount importance, but there is no general rule by which waste of this character can be economically transformed into a merchantable commodity. A great many attempts at economy in utilization of this sort prove to be extravagances, and it is only by the most diligent and painstaking study that even a limited utilization of large quantities of waste can be made on a satisfactory basis.

The letter from the lumber company noted above recites only a few problems in waste that are encountered by one concern. Every manufacturer and remanufacturer of lumber views askance his forest waste and the lumber waste pile in mill and factory, and deprecates many times over the apparent lack of efficiency that prevails in the lumber industry that does not enable him to utilize these by-products.

The whole difficulty lies in the fact that timber is too cheap and that lumber is too cheap. When a man can go into a virgin forest and cut bolts for the manufacture of as crude and cheap articles as clothes-pins, dowels and meat skewers, at a less cost for raw material than he can employ wood waste, there is no argument that will induce him to adopt the more expensive system of saving the waste pile from the fire box. Close utilization of wood waste will come about only when lumber is a much more expensive commodity than it is at the present time.

The above statements are made after due thought, analysis and deliberation, and in no wise with a desire to discourage attempts at wood waste utilization. A few manufacturers are accomplishing very good results in utilizing certain forest waste, slabs, edgings, trimmings, etc., but in the majority of cases, as before noted, these attempts at economies have proven manifest extravagances. Time will come when the value of raw material will be high enough to insure a profit in utilizing a lot of available wood that is now employed only as fuel. This time may come much earlier than the average man thinks, but coming it surely is, and no intelligent operator should give up his attempts to get something out of his waste.

Piecework in Lumber Handling

HARDWOOD RECORD recently printed an article on the subject of handling lumber on the piecework basis. This system is of such immediate interest, and the question as to whether it is worth while or practicable in a given yard or mill is being so generally discussed that definite figures showing the experience of a large concern which has the plan in use may not be out of place.

It should first be emphasized that until a proper system of cost accounting is in use in the lumber yard, the proprietor of the business is not in a position to discuss the subject of the institution of piecework intelligently. That is to say, if you are manufacturing hardwoods, and are grouping mill expense, yard expense and office and selling expense together, so that at the end of the year you know merely how much it has cost you to move a thousand feet of lumber from the saw to the buyer, you cannot determine with any degree of accuracy what the result of trying out the piecework system will be.

The plan of dividing, on the books, each section of the business into a department, and then figuring the individual expenses involved against it, is the only satisfactory one. In addition it will give the lumberman the specific information which will enable him to determine whether he is paying too much or too little for his handling, and whether he would be likely to show an improvement in this end of the business by changing from the per diem to the piecework basis of paying his men.

Then, too, the yardman is justified in insisting on the piecework system saving him money; otherwise there is no need of his adopting it. In other words, he cannot know how big a price to pay for each thousand feet of lumber handled unless he knows what it costs him on the per diem basis, and he cannot know that unless he keeps accurate tab on his expenses and figures out to the cent what each operation is costing him. Each inspector ought to be tabulated, on the basis of the amount of lumber handled, the number of men working under him and the exact operations performed. The figures ought to show how many feet were moved from the mill to the pile; how much from the pile to the car; how much from the car to the truck; and how much from the truck to the pile. The number of men used in each division of the work, together with the salary of the inspector, indicates the amount paid for the work, and after figures covering a sufficient length of time, including various kinds of weather and various kinds and thicknesses of lumber, have been compiled, the lumberman is in a position to determine "where he is at" and whether he can make money by adopting the new system.

After he has found out how much he is spending, and decides that he wants to cut off some of the expense, he is in a position to fix a figure which will force the men in the yard to do more work in order to get the returns they have been securing on the per diem plan. It is unnecessary to sympathize with the yard crews at this point, for experience has proved that they are perfectly able to take care of themselves and that they usually manage to shove the notch up so high that they come out of the game a good deal better off than they were before. This sounds a good deal like a lumbermen's Utopia, but it is nevertheless true. It simply results in each man speeding up his operations, and every man in a crew is so insistent on more work being done that there is no opportunity for the lazy individual to "soldier." As the usual plan is to give the same amount to each member of a crew, based on the amount of work performed, one man has no opportunity to lag, but is forced to hold up his end with the rest of the crew with which he is working.

A big hardwood manufacturer, who also rehandles a lot of lumber, was paying his men $10 a week, or $1.66 a day. He figured out, on the basis of the amount of lumber handled, that it was costing him from eighty to eighty-five cents a thousand to move lumber. That was not the total handling charge, of course, but the cost of taking it from the saw and piling it. He figured that this cost was excessive, and by comparisons with some of the other lumbermen in his community, he found that his expenses at this end of the business were lop-sided. He accordingly announced that he would pay forty-four cents a thousand thereafter for performing the work.

The men in the yard were not acquainted with the figures, and did not know that on the basis of their past performances they had been getting almost twice that amount, but were told, however, that by "getting a move on" they would be able to make as much or more than they had been making. They started in on the work with a determination not to let their pay-envelopes get any thinner because of the changed mode of payment, and this is the result:

Instead of earning $1.66 a day, they are averaging $2; some days, when conditions are not favorable, they fall as low as $1.50, but on other occasions, and in fact most of the time, they run well above the $2 mark. The average day-in-and-day-out scale is probably $2.25. That is, the men are now making $13.50 a week, on an average, compared with $10 previously, an increase of about thirty-three and one-third per cent. On the other hand, the lumberman is getting his work done for almost fifty per cent less than he did before.

That is a graphic and credible demonstration of what the system does. There is nothing remarkable about it, for it is simply putting into operation the well-known psychological law that man strives in order to get immediate and substantial reward, and relaxes his effort when no extra recompense results. When the yard man knows that he will get his dollar-sixty-six per every Saturday night, he plugs along, doing enough work to hold his job and keep things moving, and lets the man in the office worry about the increase in handling costs. When he is put on a basis of pay which demands that he perform a certain amount of labor in order to get a given return, he becomes a partner of the employer, as it were, and it is to his interest to reduce the time involved in handling, whereas before this was the problem of the boss only.

The plan of profit-sharing and bonus-giving has this idea—the employe sees the prosperity of the employer in the same terms as that of himself. In the lumber-yard, under the old system, the welfare of the man demanded getting as much for as little work as possible; under the new plan it means doing as much work in a given time as possible. If it were possible to get a man to go at top speed without the incentive furnished by higher pay for increased efforts, the piecework plan would not be necessary; as it is there does not appear to be any other satisfactory way of getting around this requirement.

The piecework plan worked just as effectively in rehandling lumber, in the experience of the manufacturer who has been referred to, as it did in the case of stock moved from the saw of his own mill. He found that a scale of payment which gave the yardmen fifty cents a thousand for taking lumber from the pile and loading into cars was economical from his standpoint and satisfactory from theirs. For taking lumber from the car and distributing on trucks, the scale is thirty cents a thousand; for bulking from trucks, twenty-five cents a thousand, and for stacking dry lumber from trucks, forty cents a thousand.

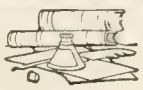
The same scale is used for all widths and thicknesses of lumber, and while there is undoubtedly a difference in the labor and time required to pile the various dimensions, the proposition is averaged in the course of a day, as the crews get to handle pretty nearly the entire range of the yard's lumber. Naturally more lumber can be piled when the planks are wide and thick than when they are narrow and thin. If a great deal of the latter stock were piled, probably a premium would have to be paid in order to balance with the price paid for piling the other dimensions.

An interesting comparison was made by this lumberman with another in the same business not long ago. The latter uses the old per diem system of payment, and found that under this plan

it cost him $2.12 a thousand to handle his stock. That is to say, the yard expense of all the lumber handled in the course of a year was $2.12 per thousand feet. The other man figured out a cost of $2.04 per thousand feet, this including all operations, both to the pile and from it. It must be added, too, that the per diem man is an unusually efficient operator, and knows how to get the most work out of his men under his system of handling.

The difference of eight cents doesn't look large, but when figured up into the millions of feet it is easy to realize that it may make a great difference between no profit at all and handsome earnings. As a matter of fact, in view of the large volume of business done and the number of savings which are possible on lumber handling, it seems to be here that the hardwood man has the best chance to pay his dividends. If he can sell lumber on the same basis as his competitor, and yet save eight or ten cents a thousand on his yard expenses, he can make money while the other man is trying to get the banks to extend his line of credit more than they care to do.

G. D. C., Jr.



A Preachment on Sales Methods



Editor's Note

The following analysis was written by a well known lumber wholesaler, and generally reflects the legitimate jobber's position on the important subject of lumber sales methods. It is well worth perusal.

The recent article in the HARDWOOD RECORD, on "Who Will Survive?" leads me to make a few plain statements in favor of the legitimate wholesaler.

Do you realize that almost nine-tenths of all lines of products to-day are marketed through wholesalers? And isn't it logical that they should be—the wholesaler's trade lies in a certain well defined section; he is in close touch with his customers, watches their accounts closely, accommodates them in money matters and in general goes out of his way to accommodate them and hold their trade. What chance has the mill, situated in a small place, worried with logging and manufacturing conditions, of taking interest in consumers far off! Generally, the owners of these mills are not the kind of merchants to arrange for effective distribution.

A large producer of lumber wishing to sell his stock at the lowest selling cost, will do well to dispose of his lumber through legitimate wholesalers. The wholesaler is on the job in his section to look out after the mill's interests, as well as to protect his customers and see that each gets a square deal. He is in line with the market prices and keeps in close touch with the ever-changing conditions of his market.

It is all very well for a millman to make a visit to the consuming trade, get thoroughly lined up as to the stock each uses, etc., but he will find that the requirements will change almost before he returns to the mill.

The way some millmen handle their sales end is almost a farce. They will spend months studying the manufacture of their product, trying new machinery, etc., in order to reduce manufacturing costs, and then put some incompetent clerk in charge of the selling, who, in turn, will quote a ridiculously low price, just because the cost has been lowered a little. This one low price in a market will have a depressing effect on the whole market. Reduce your manufacturing costs if you can, but why reduce your price? As one well-known authority says, "What does it cost you to make your lumber? If you cannot tell exactly, you do not know whether you are making a profit or not. Profits do not necessarily follow immense or increased production. Profits are the honest reward for well-directed effort. Unless you take your profit you are not doing your duty to yourself, your business or society."

Too many mills underestimate the value of co-operation with the wholesaler. They think more of the dollar or two per thousand they can get by selling direct to the consuming trade. Nine times out of ten, the wholesaler pays cash, settles without a kick and has the mills' interests at heart, while the consumer who buys from a mill far off, has them at his mercy, often makes a claim, generally gives a note and the mill stands for it. The wholesaler probably buys fifteen cars to the consumer's one—the mills overlook this fact. Nine times out of ten, bad accounts on the mill's books are the consumers. The legitimate wholesaler is familiar with conditions at the mills and you will find most of his class visiting the mills regularly. His customers get to know this and depend on what he says. Could the mills want any better representation? Could they put out a salesman at any price, to represent them better?

At the recent convention of the Sales Managers' Association, in Chicago, one of our foremost manufacturers said: "Let us take off our hats to the real lumber merchant, the balancewheel of the lumber business, and the shrewd judge and dictator of lumber values—the legitimate wholesale jobber. The successful jobber specializes on personal contact with his customers, and we producers, who sell the wholesaler at a price that his definite and specific knowledge enables him in turn, to advance to the consumer, must acknowledge the effectiveness of his methods." He's dead right, and when a millman of experience makes this statement, its something to be considered.

Mr. Mill Man, when you have a car turned down that was sold direct to a consumer, whom do you turn it over to? The most reliable wholesaler in the market, don't you? He'll handle it for you and do it right and get its worth for you. Why didn't you let him handle it in the first place?

Here is an example of another practice that some mills resort to: One large manufacturer writes that he has several cars of a certain thickness of poplar at a certain price, on a cash basis. Then he turns right around and sells a car out of the lot direct to a consumer, at a dollar less; and in this case the consumer gives a long-winded note. Can you beat that for salesmanship or generalship?

Within the past three months fully thirty mills have adopted a new price-list scheme. These mills mail stock-sheets with prices to consumers. They also mail the same stock-sheets to the wholesale trade, but subject to a five per cent discount. Now, are these mills favored by the wholesaler in buying? You bet they are, for they are doing the right thing by the wholesaler and the mills have the wholesaler's co-operation.

I am in receipt of a stock sheet from a well-known millman, accompanied by a letter stating that he had withdrawn his salesmen, and in the future will market all his stock by mail and through the wholesale trade—allowing the wholesaler a discount of $3.00 per thousand.

If the manufacturers did sell direct for a dollar or two more per thousand, wouldn't they have to add just so much more per thousand, to cover sales costs by means of salesmen, etc., and wouldn't the cost be greater than by marketing through wholesalers? About a year ago, a very large millman decided he would bid direct to the consumers, so abandoned all his wholesale trade, employed salesmen and went to a heavy expense. After losing considerable money in bad accounts, he is now glad to again market his stock through the wholesaler. This experience is not an isolated one, and speaks for itself.

The legitimate wholesaler of to-day has the most effective and logical means of distribution. He is well known in his market; has a steady trade, is a specialist in marketing lumber, and represents to the millman the lowest selling cost. Go ahead, Mr. Mill Man; devote your time to reducing manufacturing costs—you're a specialist in manufacturing—know your cost, add your profit, then put your stock-sheet and prices in the hands of the legitimate wholesaler. Think it over.

The "Coming" of Tupelo Gum

A manufacturer convinced against his will is of the same opinion still.

Prejudice is the hardest thing in the world to overcome. The greatest obstacle to the use of any new method, device or material is that the deep-rooted opinions which have grown up about a confirmed practice resist destruction so persistently that the man who has the job of extirpating them usually realizes that he has lost some cuticle before he gets through.

This is true in the industries concerned with the use of woods as much as in any other. Manufacturers of wood products usually become attached to a particular material, and when, because of the lessening of the supply, accompanied by an increase in price which is almost prohibitive of use, some other material is offered to take its place, those who have been accustomed to the former wood find it a matter of moral impossibility to welcome the new offering. They may accept it and use it, but their minds refuse to give it place.

An exception to this general rule, which is interesting because it is exceptional, is the rapid progress which has been made in the substitution of tupelo, or bay poplar, in the cigar-box industry. This material has made its way so generally that it is perhaps safe to say that ninety per cent of the veneered box material consumed by the trade at present consists of bay poplar. The period within which the change has taken place has been unusually short, yet, with an occasional exception, the cigar-box men say that they are pleased with the wood, and that it is doing the work as well as they could have expected.

The man who was familiar with the trade five years ago would have been justified in stating that it would be impossible to put poplar out of business as the principal material for box purposes. He would have asserted, with the qualities of that wood in mind, and those of the available substitutes under consideration, that the cigar-box men would never discontinue using poplar, even though the price rose to $30 a thousand or more. Poplar advanced in price and became less plentiful; the manufacturers of cigar-box material studied bay poplar and found it suitable, and the trade put it into use and general acceptance within the short space of little more than a year.

The tupelo movement is simply the result of the operation of the law of supply and demand. Poplar went sky-hooting with the development of the automobile trade, and this gave the first impetus in the direction of securing a substitute. Although poplar is not at the crest of the wave which made it the feature of the lumber market during the automobile boom, it is still sufficiently high-priced to make it worth while to produce a cheaper wood, provided it can be furnished at a price low enough to make the change worth while.

Several woods were considered before bay poplar was finally resorted to. The requirements are that it be reasonably soft, absolutely odorless, and that it take cedar veneering well. All of these qualifications, as indicated, were filled by poplar more exactly than any other wood, but tupelo was found to be a good second best. This is proved by the fact that of the large number of cigar-box lumber manufacturers in the country only one is turning out old-fashioned poplar material as the bulk of his production.

It is hardly likely that the demand could be supplied at present prices if poplar were specified, as there does not appear to be enough of the material to go around. The increasing use of poplar in the furniture trade, where it has won a place for cross-banding in built-up work, and the increasing consumption in the same direction by piano manufacturers, has practically put it out of the market as a box material.

On the other hand, the demand for tupelo box lumber has been so great, since it was made the staple, that the price has gone up, too. The price of this material at present is reported to be what poplar was before the big increase in its valuation was developed. Present quotations on poplar material, f. o. b. the mill, are about $21.50 per thousand, while the manufacturers of tupelo cigar-box lumber are asking from $16.50 to $19 on the same basis. It is, therefore, evident that after all there is not such a large difference in price between the two. If the trade were to make an attempt to revert to the general use of poplar, the chances are that quotations on that material would undoubtedly advance sharply. The price quoted may be taken, therefore, as representing its value under present conditions, with tupelo the principal material used.

The average manufacturer of cigar-boxes accepted the change as one that had to come, and made the best of the situation. Before long he had reached a point where he was thoroughly accustomed to bay poplar, and while not entirely reconciled to the loss of the easily worked poplar material, he was content to go ahead with the new offering and accept it as the best that could be secured under the conditions. It was this willingness to give a good substitute a fair test and to accept it if it did the work required of it, that is worthy of comment.

Most manufacturers of cigar packages assert that the new material is all that could be desired, eliminating poplar, and that they have had no trouble making the change. It is somewhat harder, as a rule, than poplar, and this makes it a little more difficult to work; but those who have become accustomed to this assert that the difference is not sufficient to be really noticeable. They do not believe that any other substitute could be found which would do the work and would be available at anything like the price which is being paid for tupelo veneered with cedar.

On the other hand, a box man is occasionally found who still uses poplar whenever he can get it, and who insists that tupelo is greatly inferior to it. A vigorous opinion on the subject was recently expressed by a western manufacturer, who said:

"If poplar were no more than two dollars higher than tupelo material, I should buy it and consider myself getting the better of the bargain, for it certainly costs that much more to work the substitute. It's harder on the saws, it takes more time, thereby increasing the labor expense, and the work is not as good. As an example of this, I should say that the number of drive-outs, or cases where the nails fail to hold and show on the surface of the box, has increased several hundred per cent since we began using tupelo. We have had to change the gauge of our nails, which has resulted in clogging up our nailing machines. Altogether, we have not found it satisfactory.

"The worst feature is the lack of uniformity about the material. Some of it is comparatively soft, other pieces are moderately so, and others are extremely hard. This makes it difficult to set a standard by which to judge the work which is being done. One of the best qualities of poplar is that it is always uniform. You can usually count on getting the same soft, smooth-grained wood every time, with no variations. That helps the manufacturer a lot, and it is a big handicap not to know what you have to work when you open a shipment of material."

Generally speaking, however, bay poplar seems to be giving satisfaction, and while there are a few weak spots, as suggested, it is making good to a greater extent than anyone familiar with the exact suitability of poplar and the obvious objections to nearly any other wood would have thought possible.

G. D. C., Jr.

Annual Southern Cypress Manufacturers' Meeting

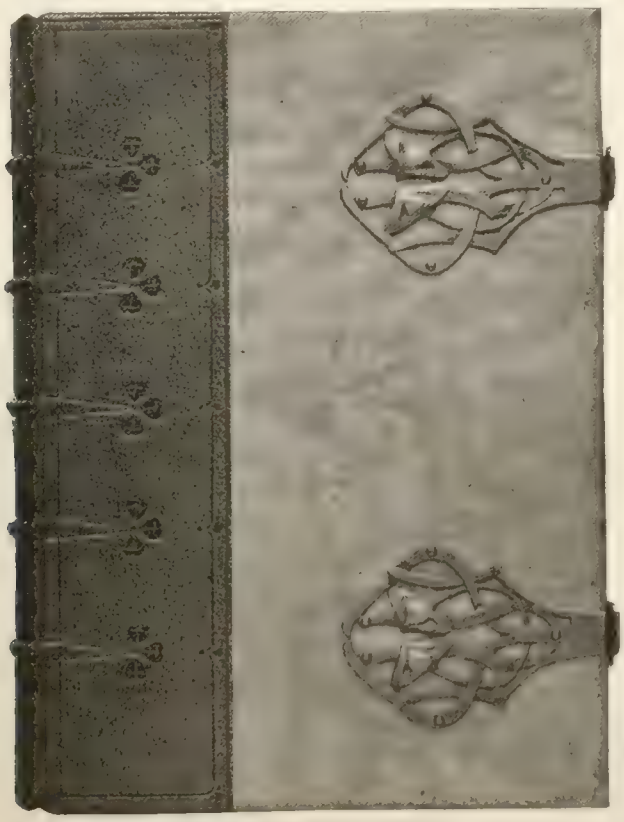
The annual meeting of the Southern Cypress Manufacturers' Association will be held at the Grunewald hotel, New Orleans, commencing at 10:30 a. m., on Wednesday, May 15. Secretary George E. Watson states business of great importance will come before this meeting, and it is earnestly requested that all members plan their engagements so as to be present.

Tales of the Trade

FINE EXAMPLE BOOKBINDERS' ART

Among Chicago's artistic element is Mrs. Alice Weeks Dering of Steinway Hall, a manufacturer of splendid examples of fancy bookbinding, which art she also teaches to a select class of students. The book illustrated in this paragraph has three-eighths inch covers of solid bird's-eye maple, supplemented with blind tooled pigskin and solid carved gold clasps.

The work done by Mrs. Dering, while different in kind, is in every way as fine an example of magnificent bookbinding as any



GUEST OR WEDDING BOOK

of the work done by Morris. In this binding Mrs. Dering employs not only bird's-eye maple, but figured mahogany and black walnut as well.

THE BRASS BAND AT FONTANA

R. E. Wood and his brother, G. Leidy Wood of the Montvale Lumber Company, Fontana, N. C., and of the R. E. Wood Lumber Company, Baltimore, Md., spend a good deal of time, thought and money in keeping their employes amused and satisfied with sawmill surroundings. Besides maintaining clubhouses at their various plants, with reading rooms, card tables, etc., for indoor amusement, G. Leidy Wood has organized at the company's plant at Fontana, Swain county, N. C., a cornet band, which is herewith pictured.

Mr. Wood is a member of the band, and is seen in the center of the picture with a sliding trombone. It is said that the boys of the Montvale Lumber Company put up some classy music, which is borne back to them in echoing cadences from the cliffs of the Little Tennessee river.

TAKING PASSAGE WITH DYNAMITE

Several northern lumbermen were in the passenger list of a line steamer that sailed from New York for the tropics one day last winter.

It happens sometimes that lumbermen are inquisitive. They have had so much lumber worked off on them that is below grade that they get into the habit of looking into everything. So it happened that one of them began to wonder as the time of sailing approached whether the ship would start off on time. He knew that it would be useless to ask any of the officers or agents of the steamer, as they would be sure to say that the sailing would be on time, so he went down on the dock and asked some of the freight handlers. One of them, a very innocent fellow, replied that they still had fifty tons of dynamite to load and if they had no trouble with that, he thought there would be no delay!

The lumberman's hair rose a trifle, for he felt that the fellow was not capable of making up such a story. The situation was one where a person might better know a little less about things, but it was too late now. The dinner did not taste very good that day and when the poor victim of overconfidence tried to shift the burden by telling some of the other men on board he was cautioned not to say anything that would come to the ears of the ladies.

On approaching the port of destination the ship's captain was visibly growing uneasy. The sun had not shone for a day or two and he was unwary enough to declare that he was not going to run down past a well known rocky coast at night. Reason, of course, as certain well-posted but rather careless passengers explained, that dynamite is mostly non-committal unless it runs afoul of a fire or gets a shock, then * * * *

The too-wise lumberman did not sleep very well that last night, and when the steamer fetched up towards morning and lay to till daylight, he was ready to walk about on his toes. He has not confessed the fact, but it could be proven that his hat has seemed very high up on his head lately, and he has not worn the heels of his shoes off at all since he took passage on the New York liner bound for Panama.

ISN'T IT TRUE?

"Did it ever occur to you," asked a lumberman, in a retrospective moment, "in the midst of all this talk of the 'lumber barons,' 'lumber trust,' etc., of the position of the manufacturer, wholesaler and retailer, compared with the ice-man, coal dealer, grocer, and, in fact, a large majority of purveyors of merchandise?

"I would say off-hand that ninety to ninety-five per cent of lumber that is sold for any purpose is measured or a count made



MONTVALE CORNET BAND, FONTANA, N. C.

by the purchaser, to determine whether or not he is getting what he buys. This does not in any way disturb or excite the seller. He knows that it is a custom of the trade for customers to do this.

"When your coal dealer delivers his goods in your cellar you have no means of definitely ascertaining whether you get full weight. Ice is delivered in the same way and rarely does a housewife weigh or measure the supplies which she buys."

While talking with a prominent consumer of lumber yesterday, he stated that last winter he used thirteen tons of hard coal

and knew by a mark on his bin the space that it occupied. This year he put in fourteen tons and it apparently did not take up as much space as the previous thirteen tons, but he threw up his hands and said, "What could I do? I had no means of measuring it and could not prove that it was not there."

Consideration of all these facts, which every lumberman knows are true, ought to convince the average man, who makes such a howl about the "lumber robber" that the dealer in lumber gives the customer more chance to ascertain whether or not he is getting just what he buys than anyone else with whom he deals.

BAND SAW EFFICIENCY

On a recent trip to the South, H. C. Atkins, president of E. C. Atkins & Co., Inc., Indianapolis, Ind., encountered a remarkable demonstration of saw efficiency in the plant of the Boone Timber Company at Clothier, W. Va. Mr. Atkins happened into the filing room of the company's mill, which is presided over by C. L. Park, where his attention was attracted to a pair of seven-inch Atkins' silver-steel saws.

"How do you happen to have seven-inch band saws in your filing room?" asked Mr. Atkins.

"Those two bands were not always seven inches wide," replied Mr. Park. "They were purchased some time ago and have worn down from ten to seven inches."

"What kind of timber have you been cutting?" was the next query.

"That's the remarkable part of it," said Mr. Park. "Those saws have been running in mixed hardwood, such as hickory, beech, maple, oak, ash, gum and poplar, and another thing I will say, those saws were on the wheels every day, making an average run of four hours without change. It is my experience that a saw that will hold a cutting edge for four hours in mixed hardwood such as we are cutting is a record-breaker."

"Those saws are as good today as when they were delivered, with the exception of three inches which is worn away. I have not found a single crack, nor have I had the least trouble in handling them."

"What do you figure your average cut per day?" asked Mr. Atkins.

"Thirty-five thousand feet."

"And you say these saws have run for five months?"

"Yes, sir; that's what they have."

"Let us figure this out and see for ourselves what a small item the proper kind of saws are as compared with the total cost of cutting lumber.

"Figuring twenty-six days to the month and thirty-five thousand feet per day, we have an average monthly cut of nine hundred and ten thousand feet, which in five months aggregate four million five hundred and fifty thousand feet of lumber, cut with two ten-inch bands."

"That is all right," said Mr. Park, "but those bands are good for several million more feet. Let us wait until they are worn out before we figure their cost."

SOME FOOL RED GUM STORIES

"The attitude of consumers of lumber has undergone a wonderful change in regard to the qualities of gum," said a manufacturer, while talking with several others in the smoking compartment. "I handled this wood years before there was any demand for it to amount to anything, and remember an incident the boys used to tell of a darkey who, during the noon hour, went to sleep on a wide gum board out in the sun. When the whistle blew at one o'clock they had to cut him out, as the board had warped entirely around him."

"That reminds me," said number two, "of the time when my yard was situated next to another hardwood yard in a southern city with only a six-foot fence between; we used to have to brand our gum, as every night it would warp over the fence and we would have to claim it the next day."

"I had a somewhat similar experience," said number three. "My yard, being located at the top of the hill at the foot of which a small stream flowed, the gum in my yard would leave the pile in the night and go down to the stream for a drink."

Seriously speaking, gum acquired a bad reputation in advance, largely on account of its poor manufacture, and the inattention given to proper piling. Since it has become a wood of commercial value and increasing popularity, it is carefully manufactured, well piled with plenty of sticks and is certainly one of the coming woods.

"I remember the time," remarked one of the speakers, "when you could hardly sell a cottonwood box board to a wagon manufacturer, it being claimed that the stock would warp terribly, but those same factories have used cottonwood for years and there is a ready sale for practically all that is put on the market."

"Necessity has compelled the consuming factory to turn to cheaper stocks, which has brought gum into notice and I think it will never lose the place that it has acquired as there is certainly no wood produced in the country that can be put on the market more cheaply, considering the widths and grade. In other words, gum has come to stay."

LUMBER PHILOSOPHY

One of the peculiar features which every lumberman has expressed at some time is the aptitude of lumber to vary in weight; one car of oak weighing 4,000 pounds to the thousand feet and another car loaded out of piles put up at the same time, weighing 5,500 pounds to the thousand feet. It is rumored that the weighing departments of some of the railroads might account for this difference, but this is generally discredited, as the weighing associations have repeatedly stated a fair weight on oak being anywhere from 4,000 to 10,000 pounds to the thousand feet. It is also a custom of the railroad companies, we believe, to verify weights of lumber in cars by taking out a wagonload and carefully weighing it at some intermediate or terminal point. This, of course, is a matter of expense to the railroads but is practical, on account of their great desire to be fair to the lumbermen in this matter.

* * *

Lumber is a commodity that can easily be cornered and manipulated by a trust, as there are probably, in different parts of the country, not to exceed 30,000 sawmills cutting various competing woods. It should be a very easy matter to secure concerted action among such a small number of producers and "trustify" the product which runs only into the billions of feet per year.

* * *

The marketing of lumber is easy on account of freedom from competition, as it must not be supposed that over five hundred to one thousand mills cover the same general territory and this, no doubt, accounts for the "princely fortunes" accumulated by numerous "lumber barons," especially in the last few years.

* * *

Before recommending your lumber as being better than that of your neighbor, think twice before you speak, and when you speak —talk to yourself.

* * *

A genius in lumber affairs is just the same as in other lines of endeavor, and is he who does the right thing without being told more than seven times.

* * *

In selling lumber there is a bit of sterling philosophy involved in the injunction to inspire respect for yourself and confidence in the goods you are selling.

* * *

Remember: A customer neglected is a customer lost.

* * *

Don't be afraid to blow your own horn. If you don't believe in yourself, how in the mischief can you expect others to believe in you?

* * *

The man who doesn't get some comfort and some enthusiasm out of his daily work is in a bad way.



The Seconds in Face Veneer



There is an old and ever new problem confronting the veneer making and the veneer using trade, the solution of which no one seems certain of. This is the question of the profitable handling of the seconds in face veneer, and it has to do with the face stock sold to users and to the panels sold to the furniture man.

A furniture man more seriously concerned with economy in manufacturing and the meeting of competition in his own trade than with the technical grading of veneer, brought the subject out into the open for an airing in connection with a bit of sharp bargain driving for some veneer stock. He was out to economize on every little point, and he conceived the idea in connection with some davenports and other work of that kind, that it was not important to have conspicuously figured veneer in the ends and other parts not exposed directly to view. He told a veneer man about his idea and asked the veneer man what he could do in the way of better prices on that kind of stock—quartered oak that would harmonize with the face, but might have small defects and be lacking in conspicuous figure.

It so happened that this fit in nicely with the veneer man's requirements. He had some stock that was hardly good enough for faces, and yet it looked like a waste of good material to use it for backs. So they soon struck up a bargain that was entirely satisfactory to both.

That looked like a simple and perfectly obvious solution of the whole problem of seconds in face veneer. But wait; the story does not end here. It barely made a halt until a rival veneer man appeared on the scene. By some means the rival saw either the order or the invoice for this stock, which did not carry with it anything to show that it was seconds. And that is where the furniture man did a little bargain driving that was not in his mind in the placing of the original order. The new candidate was anxious for his share of orders for face veneer, and in order to get it he met the prices he had seen for seconds, only there was no agreement on the part of the furniture manufacturer to accept off-grade stock. He simply drove a smooth bargain and got good face stock for what he was perfectly willing to pay for seconds.

The furniture man didn't really want to talk about the matter, for it was working to his advantage, and the way to keep it working that way was to keep it dark. Such things will out in time, though, and when they come out they bring with them questions that must be met and answered. In this case we have a question which the trade seems to try to avoid. It is a thing that will have to be faced squarely some day, though, and the sooner some rational solution is found for it the better it would be for all. There is not much permanent advantage to gain by striving to keep part of the trade ignorant of what the other part is doing in such cases.

There is not much doubt but that it may help the veneer manufacturers and the furniture men to have some recognized standing for these seconds in face veneer. There is always more or less stock that is not of the very highest grade and yet it is too good to use for backs. If by sorting this out and using it for faces in obscure places on finely figured furniture, and for the whole of less expensive furniture, one is able to make the balance of his face stock show up better and sell for more money, he can afford to take a little less for this and thus even things up with the furniture manufacturer.

The disadvantages suggested are that it creates loopholes of uncertainty. There is an indefiniteness of description and specification that makes it a matter depending not only on the honor and integrity of the parties trading, but also on their ability to understand each other clearly in what each regards as seconds of this kind. Moreover, it is not easy to specify clearly in a set of rules for general use what should be seconds. Then, as one veneer man spoken to on the subject pointed out, there are several peculiar angles to the problem. For instance, manufacturers of case goods using quartered oak, naturally want the most conspicuous figure in front, and if there is any small or obscure figure they will want it classed as seconds and furnished cheaper. How then can one draw a line clearly between inconspicuous figures and face stock with small defects and set forth a second grade of faces that will not always be a source for wrangles.

One might logically claim that all clear quartered oak is good face stock, whether the figure is conspicuous or not. And it might be better to place the conspicuously figured quartered oak in a class by itself, just as figured mahogany is classed, with each particular lot fixing its own price according as it appeals, and entirely apart from the standard grade of clear faces. In plain oak this matter of distinction by figure is not as strong a factor as in quartered and in mahogany, but it is there just the same in plain oak, gum, birch and other woods, and it is a question whether or not an effort to classify the seconds in face stock might have the effect of lowering the standard of special figured stock to what is now considered clear faces.

The whole question is one which, the more it is studied, the more puzzling it gets; it is one that the trade shows an inclination to fight shy of, but it is there just the same, and some day, some way, it will have to be faced and answered.—J. C. T.



The Glue Problems



"Every now and then," said the panel man, as he wiped the April perspiration from his brow with the care that characterizes spring discomfort, "you see something in the trade papers on the subject of studying glue. We are told that we need education (as we undoubtedly do), and that we can't expect to get the best results until we wise up on this proposition along the lines of analyzing each batch we make up as to tensile strength, viscosity, and so forth.

"That's all very well and good. I thoroughly believe that every man who uses glue ought to know what his requirements are, and ought to get them in all that he buys. But, on the other hand, it looks to me as if there might be some pretty effective educational work done among the glue manufacturers themselves. Either they can't or they won't tell us what their glue contains, so that it is purely an empirical proposition, and you have to try out each batch on its merits.

"Along that line, just take a look at this," and the panel expert tossed a letter in the direction of his visitor. It bore the name of a well-known glue house at the top of the sheet, and was couched in about the following terms:

Dear Mr Panel Manufacturer:

We are just putting out a big lot of glue that we believe will prove unusually satisfactory to our customers. We haven't much to say for it as to looks, but it has been made in the good old fashioned process which makes good glue without regard to the appearance of the material.

You haven't given us an order for glue for some months, and we are especially anxious to have you try out some of this particular lot. We should be glad to have you take a few barrels and determine whether the stock will answer your purposes. We will be able to make you a price on this, for introductory purposes, which will enable you to cut down your glue expense considerably. If you can take as much as twenty barrels to start with, we can give you the stock for eight cents.

Let us send you a sample barrel, and we will apply the price quoted, provided you order in the amount noted. We believe you will have no difficulty getting splendid results from this glue, and we commend it to you with full confidence.

Trusting to hear from you at your earliest convenience, we remain,

Very truly yours,

GLUE MANUFACTURING COMPANY

"Well, what do you think of it?" inquired the panel man after his friend had finished perusing the communication.

"I hardly know what to think," was the reply. "He certainly doesn't tell you much about it, does he?"

"No, and that's just the point," remarked the glued-up stock builder, as he shoved the letter back into his basket. "He wants me to buy unsight, unseen, and to find out for myself whether the glue will answer my purposes. I judge, from the price, that it isn't a very high-grade glue, and that he's trying to get it out solely on the basis of its being a bargain in price. However, it may be worth while, and if the glue man were to say just what it will do, what its spreading qualities are, what its tensile strength is, and in a definite way tell me what I may expect of it, I might be able to determine what the stuff will do.

"If the salesman for that house comes around I expect he'll tell me that this glue which his concern is offering is the best on the market and will take twice its own volume of water without any difficulty. He will probably give me a lot of hot air about what a certain customer of his is doing with it and expect me to buy just on his enthusiasm. But as I have a brand of glue which is working well and as I can't afford to take any chances of ruining high-price panels with cheap glue, I suppose I'll have to pass up this tempting proposition, even though the glue is the good old-fashioned variety."

As a matter of fact, the average glue salesman isn't very strong on the educational proposition. Instead of helping the user to find out just what his requirements are, that is to say, just how great strength is required for the particular class of work he is doing, and trying to fit the job with a special brand, he puts it up entirely to the consumer and expects him to take a chance with whatever lot he happens to be offering at that particular time. He makes all sorts of general claims, as a rule, but has very little specific information to offer which will enable the buyer to purchase more wisely than if another were offering stock.

Business men in nearly every line have learned that they can hold trade most firmly when they sell something other than material. If they prove that they can furnish something in addition to the goods and can offer a few ideas with the particular commodity they are dispensing, they know that they need not worry about their price being a cent or two above the market or about a bargain lot being offered to their customers.

Ideas have a high market value, because they can be converted into dollars and cents. If a glue salesman can give really good advice to his customers about the quality of glue they need for their particular line, he is in a position to get their confidence and their esteem, and to land their orders with marked regularity. It is simply a case of mutual assistance, or to use a vulgar but expressive phrase, "You scratch my back and I'll scratch yours." If you can perform a service for the other fellow, he will do his part about returning the favor. G. D. C., Jr.

Hardwood in Doors and Millwork

Now is the time more notice than usual is given to what is going on in the millwork trade, as it is the season of activity on the part of the planing mills. This year some special features may be taken note of in connection with various reports on the wood using industries in different states.

Hardwood has been a factor of first importance in the door and millwork trade for some time, but it is doubtful if even those who have taken note of this fact are aware of the importance of the millwork trade as a whole as compared to other wood using industries, or how big a factor hardwood is in this work.

The figures from Illinois show white oak as second in the quantity of woods used, and sash, doors and millwork as second in the list of the value of total wood used in a year, being exceeded by car works in quantity and value of lumber used, and by boxes in quantity, but not in the value of lumber used.

In Hatch-Maxwell report on the wood using industries of Missouri some interesting details are given that are worthy of special study. The planing mills and sash and door factories head the list in the value of lumber used, which is partly by virtue of the fact that there is included flooring, ceiling and considerable stock that is made with planers operating in conjunction with sawmills. This fact should be kept in mind because it serves to add emphasis to the importance of hardwood in the industry as shown by the figures given in detail.

From the table showing the different woods used in Missouri for sash, doors, blinds and general millwork, there is taken the following as properly belonging to hardwood:

HARDWOODS USED IN MILLWORK IN MISSOURI.

	Feet.
White oak	4,992,937
Red oak	4,077,857
Sweet birch	1,785,320
Yellow poplar	1,297,537
Red gum	1,176,107
Sugar maple	390,267
Mahogany	357,273
Silver maple	306,639
Beech	200,000
Locust	200,000
Basswood	198,412
Chestnut	51,000
Cottonwood	50,000
White ash	35,137
Black walnut	16,000
Black cherry	15,900

Sycamore, vermillion, holly, butternut, satinwood, Circassian walnut and hickory in quantities ranging from 300 to above 3,000 feet.

Here we have above fifteen million feet of hardwood used annually for the millwork trade in one state alone, where the total was a little under seventy million feet, something less than a fourth of the total. However, when we consider that a large part of that total was made up of pine lumber dressed into flooring, ceiling and finished at the sawmills, the ratio of hardwood used in millwork becomes larger. Then let us quote from the report accompanying the figures for another point of interest:

"Built-up construction has largely taken the place of the solid work of former times. The inside is of one wood, and the visible part is of something else. The outside material is veneer-oak, birch, mahogany—glued upon the core." That is the thing that adds wonderfully to the size of the hardwood figures in the millwork business—quite a lot of it is veneer, which makes a thousand feet board measure spread out over a large territory. However, our idea is not to convey the impression that it is only in the form of veneer that hardwood is an important factor in millwork—far from it. It is more to emphasize the magnitude or spread the quantity listed. The use of hardwood veneered doors carries with it an enlarged call for hardwood trim to match, so that while the door makers are using more hardwood veneer, the planing mill also finds a call for more hardwood casing, base and other trim. Hardwood in millwork is not becoming a big factor—it already is big, and growing bigger. J. C. T.

Lumber Fire Losses

The Lumbermen's Underwriting Alliance in its last bulletin states that, according to careful compilations from the various fire-reporting mediums, lumber property losses in February, 1912, amounted to $623,000 as against $481,000 for the corresponding month of 1911. In March, 1912, the lumber plant losses ran something over $600,000, or practically the same as for February, but in March, 1911, they reached the tremendous sum of $1,126,500.

The Mail Bag

B 234—Work of National Hardwood Lumber Association

The following is the report of the president and secretary of the National Hardwood Lumber Association as issued to its members under date April 15, covering the March report of this organization.

A detailed report of each inspector accompanies, showing that nearly seven million of the total was handled by salaried inspectors.—EDITOR.

Chicago, Ill., Apr. 15, 1912.

To the Membership:

The enclosed statement of our official inspections for March shows that our men handled a total of 9,045,383 feet of lumber during the month, showing a gain of about 350,000 feet over March, 1911, which is gratifying when we consider the bad weather conditions, floods, etc., that have operated to curtail the shipment of lumber.

The inspection bureau cost the association $438.69 more than it earned during March.

We have received fourteen new applications since our last statement was issued, and we now have a total of 154 since our Memphis convention.

Inspector H. W. Miller has been appointed successor to D. E. Buchanan, in charge of the Cincinnati district, and you are requested to address all applications for inspection in the Cincinnati district to H. W. Miller, 211 Bodman street, Mt. Auburn, Cincinnati, O.

The arrangements for our annual meeting at Chicago are not yet completed, so that we cannot give you the program of entertainment, but enough of it has been decided upon to warrant our saying that it will be the most notable in the history of the association.

None of our members who are not bedridden should miss it. The dates are June 6 and 7.

B 235—Seeks Willow Lumber

Monroe, Mich., Apr. 13.—Editor HARDWOOD RECORD: Can you give us the addresses of any southern mill manufacturers who cut willow? We are considering the use of this wood as a substitute for basswood. Can you give us any information as to the nature of willow? Does it warp and twist when subjected to kiln-drying?

——— MANUFACTURING COMPANY.

The writer of the above letter has been supplied with the addresses of several manufacturers of willow, and any others who would like to communicate with this prospective purchaser can have the address by writing and referring to B 235.

The correspondent has been advised that willow is very uneven in color, and is considerably subject to warping, and further suggests that for the purpose named possibly buckeye or Balm of Gilead would form a better substitute than the wood named.—EDITOR.

B 236—Wants Maple or Birch Squares

Jamestown, N. Y., Apr. 16.—Editor HARDWOOD RECORD: We are in the market for clear maple or birch squares, and will be pleased to have you make this known through your publication, or in any other manner.

——— FURNITURE COMPANY.

This inquirer has been supplied with the names of several producers of this material, and any others interested can have the address on application by referring to B 236.—EDITOR.

B 237—Interested in Article on Seasoning Lumber

New York, Apr. 16.—Editor HARDWOOD RECORD: Please accept my best thanks for calling my attention to the article on seasoning lumber in your magazine of Apr. 10. I have been greatly interested in this process, and I wish to assure you that it will be of great service to a large number of our students in civil engineering. CARLTON C. CURTIS,

Department of Botany, Columbia University.

B 238—Seeks Legal Decision

Cincinnati, O., Apr. 12.—Editor HARDWOOD RECORD: We would like to have, if possible, any legal opinions or decision of which you have a record, covering the legality of having the printed part of any sales conditions printed on letterheads, necessitating its location immediately under the salutation.

The above correspondent has been advised that HARDWOOD RECORD has no register of this decision, but there is a general legend to the effect that the text of conditions covering sales, acceptances of orders, etc., are not binding when printed at the top of a letterhead, but should form a part of the body of the letter or acceptance. If anyone has a record of this decision, HARDWOOD RECORD would be very glad to have it.—EDITOR.

B 239—Wants Information About Liverpool String Measure

Owensboro, Ky., Apr. 10.—Editor HARDWOOD RECORD: Can you advise us the method used in computing the number of feet in a log by Liverpool string measure? Also the correct way in which these logs should be measured?

The above correspondent has been advised that we have applied to our Liverpool correspondent for this specific system of log measurement, and when it is received will supply it to him. In the meantime, he is advised that the results of measuring logs by this system is about fifteen per cent more than by Scribner's scale.—EDITOR.

B 240—Commends Editorial on Timber Bonds

Chicago, Apr. 11.—Editor HARDWOOD RECORD: We have read your very able article on Timber Bonds published in current issue of HARDWOOD RECORD, and wish to commend all you say. Think it a good article, well written, and timely.

F. A. BREWER & CO., Bankers.

B 241—Seeks Source of Supply

London, England, Mar. 30.—Editor HARDWOOD RECORD: We should be glad if you would put us in touch with manufacturers of the following products, of which we are large buyers: Threeply panels, wood skewers, wood dowels, oak spokes and wood laundry studs.

The above correspondent has been supplied with a brief list of manufacturers of the various items enumerated, and any others who would like to get in touch with an important London buyer of any of these materials can have the address on application, by referring to B 241.—EDITOR.

B 242—Wants Addresses of Wooden Novelty Manufacturers

Burnside, Ky., Apr. 5.—Editor HARDWOOD RECORD: Shall be pleased to have you mail me names and addresses of wooden novelty manufacturers. Am especially interested in the disposition of small red cedar dimension.

The above inquirer has been given the names and addresses of several wood novelty manufacturers. Any others interested in red cedar dimension can have the address on application by referring to B 242.—EDITOR.

B 243—Wants Formula for Cement

Brooklyn, N. Y., Apr. 4.—Editor HARDWOOD RECORD: We would appreciate it if you would advise us of a cheap cement to fill half-inch mortise holes, one that will set hard and quickly and will not crack or fall out. Must be light in color, and also take a mahogany or dark oak stain. ——— COMPANY.

This concern has been advised that HARDWOOD RECORD is not able to supply the information requested. Any correspondent who can furnish it is asked to communicate it, when it will be forwarded to the correspondent.—EDITOR.

B 244—Wants List of Mills Producing Hardwood Dimension

Delphos, O., Apr. 4.—Editor HARDWOOD RECORD: Do you publish or can you direct us to anyone who gets out an up-to-date list of hardwood mills producing dimension stock?

——— COMPANY.

The writer of the above letter has been supplied with a list of sundry mills manufacturing dimension stock, and any others who want to get in communication with the prospective buyer of this material can have the address on application and referring to B 244.—EDITOR.

B 245—Seeks Source of Supply for Alderwood

Owensboro, Ky., Apr. 22.—Editor HARDWOOD RECORD: We have an inquiry from one of our good customers for twelve dozen sheets threeply alderwood veneers, ¼" thick 36"x48". If you can advise us where such stock can be obtained, we will greatly appreciate the favor.

The above inquirer has been advised that this wood is not known commercially, or does not grow in commercial quantities in this country. The inquiry possibly refers to *Almus glutinosa*, the alderwood that grows in Continental Europe, which is a wood of brownish-red color, becoming lighter with age and dryness, and is essentially a sap-wood tree. It is employed for veneer and some other purposes, and is the wood used for piles on the Rialto at Venice. It is sometimes used for turnery, bobbins, toys and pattern work.

He has further been advised that the wood is known in this country, but is only naturalized in a few localities for ornamental purposes. There are seven other varieties of alderwood known in the United States, but none of them grow in commercial size or importance. The natural source of supply for alderwood veneers and panels would be the Hamburg market.—Editor.

News Miscellany

Annual Philadelphia Lumbermen's Exchange

The Lumbermen's Exchange of Philadelphia held its twenty-sixth annual meeting in the exchange rooms on Apr. 11. President Wm. C. MacBride presided. After the minutes of the last meeting were read and approved, the president appointed Owen M. Bruner judge and Daniel Adams and Eli B. Hollowell tellers of the elections for the new year.

Augustus J. Cadwallader, in the absence of Treasurer Chas. P. Maule, then read the treasurer's annual report, which showed the exchange to be in satisfactory financial condition.

John H. Lank, secretary, followed with his statement of the high standing of the exchange as to the membership, etc.

Frederick S. Underhill, chairman of the railroad and transportation committee, reported considerable progress made in matters laid before it, particularly in the effort being made to have a demurrage commission appointed for Philadelphia as has been the case of Boston.

The committees on legislation, membership, by-laws and rules, finance, arbitration and auditing had nothing of special importance to report.

Amos Y. Lesher, chairman of the credit system committee, gave an interesting report upon which action will be taken by the incoming administration.

President MacBride next read his report, which was a review of the doings of the exchange during the past year.

Frederick S. Underhill then took the opportunity to introduce the subject of a forest products exhibition. On the subject of steel cars, he thought the recent wrecks of cars of this construction proved conclusively that they were no more safe or no more to be relied upon than those made of wood. The using of cement, concrete and other lines as substitutes for lumber, which is being so strongly urged and so extensively exploited at large exhibitions held annually, renders the holding of an annual forest products exhibition a vital necessity. In conclusion Mr. Underhill made the following resolution which was adopted:

RESOLVED, That it is the sense of this meeting that an annual exhibition of forest products would undoubtedly prove of benefit to the lumber industry.

The recommendations of Mr. Underhill on these important matters were strongly endorsed by Owen M. Bruner and President MacBride.

The election of officers resulted as follows:

PRESIDENT, Wm. T. Betts of Charles M. Betts & Co.
VICE-PRESIDENT, Benjamin Stoker of Geo. W. Stoker & Son.
TREASURER, Chas. P. Maule.
SECRETARY, John H. Lank.
AUDITORS, Samuel B. Vrooman, Eli B. Hallowell and Franklin Smedley.
TRUSTEE RELIEF FUND, Samuel B. Vrooman.
DIRECTORS, John E. Lloyd, George A. Howes and Amos Y. Lesher.

The annual banquet, which was held in the evening in the garden of the roof of the Continental hotel, was of sumptuous appointment and greatly enjoyed by all. Speech making was omitted and instead a high-class vaudeville show was a principal and most enjoyable feature of the evening's entertainment. Great credit is due to the office and entertainment committee for the very pleasant wind-up of the year. The handsome souvenir booklets, containing the menu, were contributed by the Pennsylvania Lumbermen's Mutual Fire Insurance Company of Philadelphia, Pa., the Lumber Mutual Fire Insurance Company of Boston, Mass., the Lumberman's Mutual Insurance Company, Mansfield, O., the Indiana Lumbermen's Mutual Insurance Company, Indianapolis, Ind., and the Central Manufacturers' Mutual Insurance Company, of Van Wert, O.

Annual Issue Timber Trades Journal

The annual special issue of the Timber Trades Journal, dated March 30, published by William Rider & Son, Ltd., 164 Aldersgate street, London, E. C., has reached HARDWOOD RECORD. In this issue the editor has given especial attention to the export wood trade of Russia. The several articles under this heading include an account of a journey from St. Petersburg to Archangel and along the Marie system of canals, which is accompanied by a folded map of the route. This, with articles on the various exporting firms in Archangel, St. Petersburg, Riga and other leading Russian ports, all fully illustrated, form a most interesting feature of the issue.

There are many other important articles, including a comprehensive review of the foreign lumber situation, involved in the number. It is a splendid example of a lumber newspaper enterprise that has scarcely ever been duplicated in the annals of the lumber trade press on this side of the water.

Congratulations are extended to the publishers of this sterling timber trade journal on the splendid issue they present to their subscribers.

Work of Hardwood Manufacturers' Association of the United States

Secretary Doster of the Hardwood Manufacturers' Association advises that his force is now engaged in gathering statistics on various matters for the benefit of its members, which figures will be submitted later. One of the important subjects being taken up is the stock condition of low grades in poplar, cottonwood and gum, indicating the amount on hand April 1, 1911, and on the corresponding date of 1912. The secretary advises that statistics obtained in January and February of this year will be greatly changed owing to the climatic conditions that have prevailed in both the mountain and lower Mississippi valley hardwood districts for some time. This has changed the complexion of the production materially. Figures involving total of prospective production will be greatly reduced.

The secretary says that he finds a barometer for business conditions in the number of complaints registered concerning shipments. When stocks are in good demand, complaints decrease. He says that although the volume of business handled on the grades of the Hardwood Manufacturers' Association is materially on the increase, there is a decided decrease in the amount of reinspection demanded as a result of differences between shipper and purchaser. This situation is also helped from the mill inspection service offered by the association, as it invariably sends a competent inspector to the mill of any member for the purpose of demonstrating grading when it is found necessary to do so.

The Hardwood Manufacturers' Association has recently published a folder showing the various divisions of departments which the organization has in effect, and figures regarding the work that has been acomplished, and is being undertaken at the present time. These folders will be sent to anyone on application.

The offices of the Hardwood Manufacturers' Association have been moved from suite 1206 First National Bank building, Cincinnati, to



WILLIAM T. BETTS, PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE.



BENJ. STOKER, VICE-PRESIDENT PHILADELPHIA LUMBERMEN'S EXCHANGE.



CHARLES P. MAULE, SECRETARY PHILADELPHIA LUMBERMEN'S EXCHANGE.

larger quarters, suite 1419-1420. This change was made imperative by reason of the necessity of increase in clerical force which required more room.

Currie & Campbell

One of the flourishing young firms of Philadelphia is that of Currie & Campbell, wholesale lumber, Commonwealth Trust building. It was formed in December, 1909, and its progress toward the front rank has been steady.

Ben C. Currie is one of the best known and liked lumbermen in the East. He has been associated with the sales end of the lumber business for many years, and has represented some of the best lumber manufacturing concerns. His partner, J. H. Campbell, is the practical member of the firm and a thorough lumberman. For five years he was superintendent of the Pocahontas Lumber Company, Burner, W. Va., and for a year or more was connected with its home office at Brookville, Pa.

Currie & Campbell handle hardwoods, spruce, hemlock and yellow pine. They have excellent mill connections through which they can control the required lumber in volume to meet all demands, and the transportation facilities are such that prompt shipments can be guaranteed.



BEN C. CURRIE, CURRIE & CAMPBELL, PHILADELPHIA, PA.

Memphis Lumbermen's Club Active

Present indications are that one of three things will happen in connection with the establishment of a traffic bureau here on the part of lumber interests. As matters now stand, it is likely that the Lumbermen's Club of Memphis, the Memphis Manufacturers' Association, and the Memphis Freight Bureau will join hands to establish a bureau which will be very strong and will look after the interests of shippers of other commodities besides lumber. If the Memphis Freight Bureau does not care to co-operate, a bureau will be established by the other two organizations, and if the Lumbermen's Club and the Manufacturers' Association are not able to get together on satisfactory terms, it is proposed to establish an independent bureau to be operated solely by the Lumbermen's Club of Memphis. The board of directors, the advisory board and the river and rail committee of the club held a meeting last week, at which it was decided to appoint a committee of five from the Lumbermen's Club to take up the subject of the formation of a joint bureau with the Manufacturers' Association. At a meeting to be held very soon, at which the subject will be further discussed, it will probably be decided as to whether or not the co-operative plan can be put through. If it is found impossible, the process of elimination will begin and Memphis will have an independent bureau in all likelihood to look after the interests of lumber shippers.

It was decided, upon motion of C. B. Dudley, that the baseball team of the Lumbermen's Club of Memphis be continued for another season under the same management as last year. When the subject first came up President Robertson remarked that, if there were any members of the last year's management who did not care to hear what was said about the team, they might retire. This was prompted by the fact that the team last year lost every contest played against a team from any other city.

K. D. McKellar, representative in Congress from the tenth Tennessee district, advised the club that he would support its recent resolution asking that corporations be allowed to make their returns at the end of their fiscal year instead of as of December 31. The returns in question are to be made the basis of federal taxes.

Michigan Timber Purchase

Charles A. Bigelow, acting for the Kneeland-Bigelow Company, of Bay City, Mich., recently purchased from the David Ward estate a tract of land in Otsego county, Michigan, containing 3,400 acres of mixed timber. The tract is estimated to cut 70,000,000 feet of merchantable lumber valued at about $250,000. The timber will be transported to Bay City, and the larger portion of it will be manufactured at the plant of the Kneeland, Lunden & Bigelow Company. This addition to the timber holdings of the Kneeland-Bigelow Company makes a splendid provision for the future of its two concerns at Bay City, and gives it a total of 30,000 acres which are estimated to cut 40,000,000 feet of logs for the mills annually for the coming thirty years

American Machinery Abroad

The Linderman Machine Company of Muskegon, Mich., recently gave a demonstration of its new jointer at Newark, England. A report of this demonstration published in the Daily Consular Report tells that the machine created a very favorable impression. It is designed to utilize otherwise wasted strips of wood by converting them into boards of any desired width with a dovetailed glue joint, so accurate as to be indiscernible.

Building New Mill

The Forman-Earle Company at Heidelberg, Ky., allied with the Thomas Forman Company, the well-known flooring manufacturer at Detroit, Mich., is rebuilding its sawmill destroyed by fire recently, and will soon have it in running order. It is building even a better type of mill than the one lost by fire, which, as will be recalled from the report made at the time, was fully insured. The company has a full stock of logs for the season. This mill will manufacture chiefly the fine type of white oak growing in eastern Kentucky.

The National Lumber & Manufacturing Company

The National Lumber & Manufacturing Company of South Bend, Ind., has been incorporated with a capital stock of $125,000. The new concern is the result of the merger of the interests of the J. C. Paxton Lumber Company and the St. Joseph Lumber Company, which was brought about because of the larger business resulting from additional capital. The headquarters of the company will be at the old Paxton yard on South Main street, but the wholesale sash and door end of the business will be handled at the recently acquired plant of the St. Joseph Lumber & Manufacturing Company.

The officers of the new organization are: J. W. Paxton, president; F. Elmer McDonald, vice-president and manager; J. C. Paxton, vice-president; Chas. A. Wayne, treasurer, and Herbert Paxton, secretary. All of these gentlemen are experienced lumbermen, having been identified with the industry for some time.

Marriage of Frank E. Schofield

One of the most interesting and delightful weddings of the Easter season was that of Frank Edwin Schofield of Schofield Brothers, Philadelphia, and Miss Kathryn Boswell, daughter of the Rev. Mr. and Mrs. Charles Martin Boswell, which took place in Calvary Methodist Episcopal Church on April 9. The maid of honor was Miss Dorothy Florence Boswell, sister of the bride; the best man George Elliott. The bridesmaids were Miss Charlotte Hine of Bay City, Mich.; Miss Bertha Mann of Kankakee, Ill.; Miss Elizabeth Hazelhurst of Baltimore, Md.; Miss Helen Adams of Brooklyn, N. Y., and Miss Irene Shetzlone and Miss Mabel Lynch of this city. Following the ceremony at the church, a reception was held at the home of the bride's parents, 409 South Fifty-first street, which was attended by over two hundred friends of the bride and groom. The happy couple left on a honeymoon trip through the southlands to Memphis and Jacksonville, Fla., after which they will take a short sea voyage and then return to Philadelphia. Prior to the



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wedding, and over the Easter week end, the whole bridal party, under the chaperonage of Mr. and Mrs. Robert W. Schofield, was entertained at Atlantic City, N. J., by the bridegroom, who rented a cottage for the occasion. It need not be said it was a time of great good cheer and happy merrymaking.

New Timber Tree Book

HARDWOOD RECORD is indebted to the publishers for a new work pertaining to forestry and timber trees entitled "The Important Timber Trees of the United States," by Simon P. Elliott. The book involves a manual of practical forestry for the use of foresters, students and laymen in forestry, lumbermen, farmers and other landowners, and all who contemplate growing trees for economic purposes. The author is a member of the Pennsylvania Forestry Reservation Commission and an associate member of the Society of American Foresters.

The work is illustrated with forty-seven halftone pictures made from photographs. It is an authoritative and practical handbook of everyday forestry, and will be a notable addition to the very limited literature pertaining to forestry and the timber trees of the United States. The

work is free from technicality and confusing detail; it is helpfully arranged, clearly written, and handsomely illustrated. It should meet a definite and large demand. It is a large crown 8vo, selling at $2.50 net; postage eighteen cents extra, and is published by Houghton, Mifflin Company, 4 Park street, Boston, Mass.

New Knoxville Lumber House

The Maphet & Shea Lumber Company is the name of a new manufacturing and wholesaling hardwood house just established at Knoxville, Tenn., with offices located at 703-705 Henson building, and yards at Middlebrook Pike and Lounsdale car line. This house is made up of Ed. Maphet, formerly allied with the Logan-Maphet Lumber Company, Knoxville, and John L. and James T. Shea, the well-known logging contractors, who are now stocking, to the extent of 100,000 feet a day, the big mills of the New River Lumber Company at Norma, Tenn. Shea Brothers formerly handled the logging operations of the Little River Lumber Company at Townsend, Tenn., and before that they were engaged in similar enterprises in Pennsylvania.

Ed. Maphet is too well known to the hardwood manufacturing and jobbing trade to require an introduction, as he has been engaged in this line of work in the Knoxville district for many years. He has achieved an enviable reputation as a competent hardwood man. The secretary of the new company is E. J. Clark.

The Shea brothers will not take any active personal interest in the new company, but will continue in their logging enterprises. They have large timber holdings in this section, and the Maphet & Shea Lumber Company has just taken over 2,000 acres of this timber and a half interest in a Clark band mill, fully equipped and in running order, which it will operate in connection with its jobbing business.

The assorting yard at Knoxville will enable the company to re-assort lumber, and mill in transit, as a motor-driven planing mill equipment will be put in at the yard.

Everyone acquainted with the members of the Maphet & Shea Lumber Company will wish them unbounded success in their new venture, as the principals certainly should be competent to carry it on to a successful conclusion.

A Skidding Record

The star crew of the Industrial Lumber Company of Marionville, La., recently completed a four-day record with a four-line Clyde steam skidder. The total number of logs skidded in the four days was 4,325, containing 865,000 feet as follows:

March 30.....1,000 logs, 200,000 ft.
April 1.....1,000 logs, 200,000 ft.
April 2.....1,003 logs, 200,600 ft.
April 3.....1,322 logs, 264,400 ft.

This is a daily average of 1,081 logs or 216,250 feet. This record was made with the most modern equipment of the Clyde Iron Works of Duluth, Minn.

No Forests in China

Consul-General Knabenshue of Tientsin says that forestry is a subject in which the Chinese evince no interest, as there are no forests in this country. The Great Plain, on which Tientsin is located, never had forests, being entirely of delta formation, and the mountainous regions to the north and west were denuded of their forests centuries ago. The surface soil of these mountains has been washed away, and to reforest them would be a matter of great difficulty. The only nurseryman in this consular district is F. Bade of the Tientsin Nursery Gardens, who is much interested in tree culture. He raises various shade and ornamental trees from seed, but the soil of the Great Plain is alkaline and comparatively few varieties of trees will flourish in it. He has had the most success with the acacia, which is also being used by the Germans in the Tsingtau district.

A British corporation engaged in mining and shipping has a concession for coal mining in the Kaiping district, about eighty miles northwest of Tientsin. The surface of the region is broken by hills fifty to two hundred feet high, which are absolutely bare of trees, and the company has begun the work of afforestation. It already has 1,000,000 young trees growing, chiefly acacia, and is preparing to establish a nursery for them on an extensive scale.

There are no government forestry officials, schools of forestry or horticulture, magazines devoted to these subjects, or associations of foresters, nurserymen, seedsmen, etc., in China. At Tsingtau, German China, afforestation has been successfully carried on by the German government.

B. Heinemann Company Starts Sawing

On July 12, 1911, the sawmill of the B. Heinemann Lumber Company at Antigo, Wis., was completely burned. In the latter part of February, 1912, this company purchased the entire sawmill and planing mill plant of the Alexander Stewart Lumber Company in Wausau, Wis., and on April 18 sawed its first lumber in that plant.

This company has been prominent in Wisconsin lumber circles for fifteen years, starting originally in Antigo on about the same basis as it was operating when burned out. The Heinemann interests own timber in Marathon, Langlade and Lincoln counties, Wisconsin, which runs about equally in hemlock and hardwood with ten per cent in pine.

The Antigo operations are closed up for the time being, and it is the hope of the company to be completely established at Wausau in thirty days. In addition to the complete planing mill equipment and the sawmill, containing a band and a circular saw, gang edger and band resaw, the excelsior plant now located at Antigo will be moved to Wausau.

B. Heinemann is president of the company; W. B. Heinemann, vice-president and G. B. Heinemann, secretary and treasurer. All are widely and favorably known in northern lumber circles.

Dr. Schenck's New Work

In last issue of HARDWOOD RECORD there was briefly acknowledged receipt of the work of Dr. C. A. Schenck, director of the Biltmore Forest School, entitled "Logging and Lumbering or Forest Utilization." This book is a large quarto text book for forest schools, and embraces within its little less than two hundred pages, an abstract of about all that is worth knowing about the lumber business from the forest to the finished product. It is an abstract of every detail of logging and lumbering from the forest to the consumer. Outside of its use as a text book, it should possess no inconsiderable value to every student of lumber affairs. It is to be hoped that Dr. Schenck printed a sufficiently large edition that he may market a considerable number to lumbermen.

As an idea of the comprehensive character of the publication, briefly may be recounted a synopsis of parts and chapters: Under logging operations the work covers labor employed in the forest, cutting operations, transportation of logs. Part 2: The manufacture of lumber; foundation of manufacture; manufacturing industries.

In the second section is involved chapters covering manual labor; animal labor; woodmen's tools and implements; felling the trees; crosscutting; land transportation without vehicles; water transportation; transportation on land by vehicles; arrangement for loading logs; aerologging; discussion of various systems of transportation; the American forester as a lumberman; motive power; transmission of power; technical use made of trees; technical qualities of trees; the sawmill; woodworking plants; veneering plants; box factories; basket works, and so down the line to miscellaneous manipulation of woods into various manufactured products.

The work is a most worthy addition to Dr. Schenck's previous contributions to the literature of lumber affairs.

A Successful Organization

Success has crowned the efforts of the new Bissell-Wheeler Lumber Company of Marshfield, Wis., since its active advent into the hardwood business on March 1. This concern was incorporated in the latter part of February to do a general wholesaling business in hardwoods. Equipped with $25,000 paid in capital and having unusual mill connections, progress has been rapid and uninterrupted.

In a measure the company's success can be attributed to its personnel, all the incorporators being prominent in the lumber business. W. H. Bissell of Wausau, associated in the Yawkey-Bissell Lumber Company, is president; S. K. Bissell of the same interests is vice-president and treasurer and W. D. Wheeler, formerly with the Vollmar & Below Company, is secretary. Everything presages a brilliant future for this new enterprise.

The Appalachian Work

Wm. L. Hall of the Forest Service, in immediate charge of the selection of areas recommended for purchase for the Appalachian and White Mountains National Parks, has the following to say on the subject in American Forestry for March:

The Forest Service is now practically getting into the routine part of the Appalachian work, and I think this year's appropriation will run over one million dollars. If it should turn out that purchases are to be made in the White mountain region, the Forest Service itself would be in a position to report upon the land. It has examined it to the extent of a hundred thousand acres or so, at a valuation of perhaps from six to eight hundred thousand dollars.

Should it turn out that we cannot purchase lands in the White mountains this year, we expect that we will complete examinations in the Southern Appalachians, enough to consume the appropriation of $2,000,000 which is available for this present year; so that, in any case, we believe it will be possible to use the money which Congress has put into our hands.

When this proposition was under consideration for the ten or twelve years it was before Congress, it was pointed out by those who thought it was unwise that, if this law were passed, we would encounter all kinds of difficulties. It was said, in fact, that it was a scheme of the land grabber; it was a scheme of the speculator, and that when we actually got into the work of acquiring land, we would find that the speculator had gone in advance of us and had gathered in the lands, and would turn them over to the government only at a great profit. We have not found that to be true. In a few cases locally, we have found that men have gathered in considerable bodies of land, expecting, possibly, that the government would come in as a purchaser eventually. That has not been hard to deal with. Generally, we have found the land owners have not discounted the action of the government at all, and are ready to deal with us on a frank and businesslike basis.

The passage of this law, however, did in a measure set acting a certain class of men, men who were very anxious to become closely acquainted with the $11,000,000, and they have attempted to operate in various ways. Some of them have attempted to impersonate government officials in filing their options on land; others have attempted to get options in their own names with the idea, of course, of making a good profit; others are endeavoring to show that, as agents, they can save the government a great deal of money, and also obtain enormous prices for the owners of the land. But, with a stiff backbone against all that sort of thing, we are able to make progress, and we shall undoubtedly be able to make progress, and carry out effectively the law as it was the intention that it

should be carried out, and as it was the expectation of the entire country that it should be carried out in a reasonable and businesslike way, doing justice alike to the land-owners who have land to sell and to the whole people whose money was to be used for the purchase of those lands, and only at a reasonable price.

Did It Ever Happen to You?

A man who was too economical to purchase or to subscribe for a paper sent his little boy to borrow the copies taken by his neighbor. In haste the boy ran over a $4 stand of bees, and in ten minutes looked like a warty summer squash. His cries reached his father, who ran to his assistance, failing to notice a barbed wire fence, ran into it, breaking it down, cutting a handful of flesh from his anatomy and ruining a pair of $4 pants. The old cow took advantage of the gap in the fence and got into the corn field and killed herself eating green corn.

Hearing the racket, the wife ran, upset a four-gallon churn full of rich cream into a basketful of kittens, drowning the entire litter. In her hurry she dropped a $25 set of false teeth.

The baby, left alone, crawled through the spilled milk and into the parlor, ruining a brand new $20 carpet. During the excitement the eldest daughter ran away with the hired man, the dog broke up eleven setting hens, the calves got out and chewed the tails off four fine shirts. *Dallas News.*

Where He Sought Peace.

Chatty Lodger (to landlord)—"You seem to have seen a good deal. What are you?"

Landlord—"Well, sir, I were a lion tamer, and I'd be there now if I 'adn't a-married. But, you see, my wife were a knife thrower in the same show, and she got to practicing her turn on me. Well, thinks I, life ain't too long to run no risks, so I took on a safe job and became a steeplejack."—*Punch.*

A crank always thinks that he is the only one who is not a crank in the circle of his crankdom. But, after all, cranks are what make the wheels go 'round.

Miscellaneous Notes

B. Jordan recently commenced the manufacture of handles at Monticello, Ga.

Fenn & Rice recently began the manufacture of hubs and bent woodwork at Jasper, Ind.

The Monro Lumber Company recently began wholesaling hardwood lumber at Fort Smith, Ark.

The Tula Lumber Company, Tula, Mich., has increased its authorized capital stock to $100,000.

The Cuero Lumber Company, Cuero, Tex., has been incorporated with a capital stock of $21,000.

The Park Lumber Company, Stillwater, Minn., has been incorporated with a capital stock of $50,000.

The No-Break Handle Company has been incorporated at Hugo, Okla., with a capital stock of $3,000.

The Union Lumber Company, Kansas City, Mo., has been incorporated with a capital stock of $16,000.

The Nuzum-Hunter Lumber Company, Viola, Wis., has increased its capital stock from $50,000 to $100,000.

The Gillette-Mount Company recently entered the wholesale lumber trade at 50 Church street, New York, N. Y.

The Clayton Wells Furniture Company of Laurel, Miss., has been incorporated with a capital stock of $30,000.

The Lake Mills Lumber Company, Des Moines, Ia., has been incorporated with an authorized capital stock of $20,000.

The Hayden-Denman Lumber Company, Mount Vernon, Tex., has been incorporated with a capital stock of $15,000.

The Jordans Bay Boat Company, Raymond, Me., has been incorporated with an authorized capital stock of $10,000.

The Hirsch & Schiner Lumber Company has been incorporated at Providence, R. I., with a capital stock of $20,000.

The Eastern Carolina Land & Lumber Company, Kinston, N. C., has been incorporated with a capital stock of $25,000.

The Tomb Lumber Company of Watoga, W. Va., has gone into voluntary bankruptcy. The liabilities are about $204,000.

The Southern Veneer & Panel Company, High Point, N. C., has been incorporated with an authorized capital stock of $50,000.

D. A. Stratton, who has operated a handle factory at Tower, Mich., for several years, will move his plant to Atlantic, Mich.

The Grand Marsh Lumber Company has been incorporated at Grand Marsh, Wis., with an authorized capital stock of $10,000.

The Continental Lumber & Tie Company, Houston, Tex., recently increased its capital stock from $200,000 to $300,000.

The Smith & Peterson Lumber Company has been incorporated at Marquette, Mich., with an authorized capital stock of $16,000.

The McConnell Lumber Company, McConnell, Blounts Creek P. O., N. C., has been incorporated with an authorized capital stock of $10,000.

A. C. Titus & Co., of Salem, Mass., have been incorporated with a capital stock of $50,000, for the purpose of manufacturing furniture.

The Lubin Manufacturing Company is the style of a new concern which recently began the manufacture of wooden novelties at Attalla, Ala.

A new concern, which has recently entered the wholesale hardwood lumber trade at Ladysmith, Minn., is the Gillette & O'Leary Company.

The Des Moines Billiard Table Manufacturing Company has recently entered the trade at Des Moines, Ia., and will manufacture billiard tables.

The Western School & Church Furniture Manufacturing Company, Spokane, Wash., has been incorporated with an authorized capital stock of $200,000.

The St. Germain Marine Company, Greeneville, Me., has been incorporated with an authorized capital stock of $10,000 and will manufacture boats.

The Lance Lumber Company, Reading, Pa., has been incorporated with a capital stock of $10,000. George F. Lance is treasurer of the new company.

The Udell-Predock Manufacturing Company, manufacturer of tables and furniture, St. Louis, Mo., has increased its capital stock from $25,000 to $35,000.

A new organization has recently been completed at Mariinton, W. Va. M. F. Wilson and W. A. Rexroade have started in the lumber business under the style, Wilson & Rexroade.

The plant of the Timpson Handle Company, Timpson, Tex., which was destroyed by fire on Feb. 3, will be rebuilt at once. The company has purchased machinery for its immediate needs.

The Mericle Lumber Company, Montevideo, Minn., has been incorporated with a capital stock of $50,000. The incorporators are Wm. Dunbrack, John W. Mericle and Charles J. Thompson.

The Kneeland-McLurg Lumber Company, Milwaukee, Wis., has been incorporated with a capital stock of $50,000. The incorporators are David M. Kneeland, Percy S. McLurg and C. B. Perry.

The Driskell Brothers Lumber Company has been incorporated at Marshall, Tex., with an authorized capital stock of $20,000. The incorporators are D. C. Driskell, W. L. Martin and W. M. Driskell.

A meeting of the National Commissary Managers' Association will be held at the Hotel Frederick, Huntington, W. Va., May 7 and 8, at which it is expected more than two hundred store managers will be present.

On Mar. 14 the plant of the Lodi Lumber Company, hardwood manufacturer at Lodi, O., was destroyed by fire, occasioning a loss of $6,000. The company is rebuilding its plant and expects to be in running order again by May 1.

The Salamanca Panel Company, Salamanca, N. Y., has been incorporated with a capital stock of $50,000, and will manufacture veneer panels, veneers, veneer products, etc. The incorporators are Earl R. Morrison, Salamanca, N. Y.; P. Z. Morrison and Thos. McCabe of Warren, Pa.

The Cuban Mahogany & Tie Company, Manhattan, New York, N. Y., has been incorporated with a capital stock of $150,000. The new company will import and deal in mahogany and other lumber. The incorporators are J. C. Duff, J. M. de la Torre and W. F. Randal.

The Southern Mercantile Company, Memphis, Tenn., has been incorporated with a capital stock of $100,000, and will manufacture household furniture, making a specialty of a patented kitchen cabinet. The incorporators are W. K. Burton, H. W. German, E. P. Anderson and H. A. Sorrels.

The Australian Hardwood Lumber Company, Inc., of San Francisco, Cal., agent for Allen, Taylor & Co., Ltd., of Sidney, Australia, recently closed a contract with the United States government for the delivery of 150,000 feet of iron bark timbers at Mare Island Navy Yard, California. The size of this material ranges from 6x14-8′ to 18x19-36′. The company secured the government's last contract for this wood which embraced 312,000 feet.

The Wolverine Lumber & Supply Company of Iron River, Mich., which was recently organized, has changed its name and will hereafter be known as the Phoenix Lumber & Supply Company. The new company is incorporated with a capital stock of $20,000,000, and is controlled by the following officers: President, W. D. Connor, Marshfield, Wis.; vice-president, J. Robert Lyons, Iron River, Mich.; secretary, Fred B. Tonkin, Iron River, Mich.; treasurer and manager, H. N. Truckey, Iron River, Mich.



CHICAGO

The Lumbermen's Association of Chicago is holding a meeting at noon today at the La Salle hotel, accompanied by a luncheon. It is anticipated that sundry matters of importance to divisions of the association will be discussed and acted upon.

W. B. Burke, manager of the Lamb-Fish Lumber Company, Charleston, Miss., spent several days in Chicago last week. This company's plant at Charleston has not suffered any by water. The woods operations of the com-

pany, however, have been suspended owing to overflow, not from the Mississippi, but from the rise in local streams caused by heavy rains. The illustration with which the poem "In His Might," in this issue of RECORD is embellished, depicts flood conditions in the Lamb-Fish Lumber Company's timber. This photograph is used through the courtesy of Mr. Burke.

A. J. Gillette of Gillette Brothers, Memphis, Tenn., was a RECORD caller a few days ago. This company has suffered somewhat from high water, a portion of its yard and plant being submerged to a depth of four or five feet.

E. W. Benjamin, Cadillac Veneer Company, Cadillac, Mich., was among the Chicago visitors during the last few days.

D. E. Kline of the Louisville Veneer Mills, Louisville, Ky., always a welcome Chicago visitor, paid his respects to HARDWOOD RECORD last week.

A. E. Gorham of the Gorham Brothers Company, big veneer and panel producer, Mount Pleasant, Mich., spent several days in Chicago last week.

B. W. Lord of the Chicago Veneer Company, Burnside, Ky., was among the veneer men visiting in this city during the last few days.

E. P. Arpin of the Arpin Hardwood Lumber Company, Grand Rapids, Wis., was in Chicago last week on one of his regular visits to this city.

G. von Platen, well-known hardwood man of Grand Rapids, Mich., spent a few days in Chicago last week. Mr. von Platen was very optimistic over the northern hardwood outlook.

M. J. Fox of the Von Platen Lumber Company, Iron Mountain, Mich., made a call on a few of his Chicago customers a few days ago.

The Lumbermen's Credit Association, "Red Book" publisher, is now located in its spacious offices on the seventeenth floor of the Heisen building, this city, having recently moved there from the Great Northern building.

E. H. Klann, hardwood wholesaler, for years located in the Masonic Temple, Chicago, who is also secretary of the Lumber Sales Managers' Association and of the Chicago Lumbermen's Club, will move to the Fisher building, May 1.

W. W. Dings, secretary of the Garetson-Greason Lumber Company, St. Louis, Mo., has recently returned from a lumber cruising trip in Texas, and favors the RECORD with a photograph of the biggest tree growing in that state, a black gum thirty-three feet in circumference at the base. The tree is on the lands of the Waterman Lumber Company. The Garetson-Greason Lumber Company will soon start up its new mill at Blocker, Tex.

W. B. Morgan of the Anderson-Tully Company, Memphis, was a Chicago visitor several days last week. High water shut down some of this company's plants, but others have been in commission during the high water conditions. Mr. Morgan anticipates a higher range in hardwood values.

The semi-annual, April issue of the "Blue Book," containing a classified list with capital and pay ratings of all manufacturers, wholesale and retail dealers in lumber, as well as factories which buy lumber in carload lots, has just been placed in the hands of subscribers. This is the seventeenth volume which has been published by The National Lumber Manufacturers' Credit Corporation, with executive offices in the Lumbermen's building, St. Louis, Mo.

T. S. Estabrook of Estabrook-Skeele Lumber Company, Fisher building, Chicago, spent a day or two this week in Cleveland on business.

C. L. Willey, the well known Chicago veneer and mahogany magnate, has engaged passage for Liverpool early in June, for the purpose of making one of his regular business and pleasure trips to England and the Continent.

NEW YORK

C. O. Shepherd has resigned as director and managing director of the Davison Lumber Company, 1 Madison avenue, this city, with large lumber operations in Nova Scotia. Following the resignation of Mr. Shepherd, J. M. Hastings, the big Pittsburgh lumberman and head of the Davison Lumber Company, took up his quarters at 1 Madison avenue and will continue to look after the affairs of the company here pending final decision in regard to future operation.

L. R. Crosby, formerly of the Christy-Moir Company, has joined the selling staff of the A. Sherman Lumber Company, 50 Church street, city, and will represent it in the Long Island and Metropolitan District trade.

Dr. C. A. Schenck, director of the Biltmore Forest School, Biltmore, N. C., accompanied by his wife and thirty students of the school, arrived here recently from Darmstadt, Germany, where they spent the winter for practical forest work in the German forests.

N. Irving Lyon, for thirty years associated with the Cross, Austin & Ireland Lumber Company of Brooklyn, and for several years its treasurer, died on Apr. 7 at Pasadena, Cal., where he went about three years ago in search of health. John H. Ireland of the company, was with Mr. Lyon at the time of his death.

The Wright Piano Company, manufacturer of pianos, 485 Greenwich street, this city, has been placed in the hands of a receiver in bankruptcy. This is a New Jersey corporation and James D. Carpenter of Jersey City has been appointed receiver in New York and New Jersey.

The Cummer Lumber Company, headquarters 1 Madison avenue, has just announced that it is now ready to accept cypress business from the trade to be supplied from the up-to-date product of the new Cummer Cypress Company plant at Sumner, Fla. Manager Walter Adams, of the local office, announces that Martin C. Hughes, formerly of the Sea Coast Lumber Company, New York will be associated with him here, and have charge of the cypress department.

PHILADELPHIA

The Forest Lumber Company of Pittsburgh, has moved its Philadelphia office to 1605 and 1606 Real Estate Trust building, where it will have more room for its enlarged business. A. J. Levy, manager, will devote most of his time to the sales end. F. X. Diebold, president, has moved to Philadelphia, and will hereafter make this office his headquarters.

The Tomb Lumber Company has removed to 934 Real Estate Trust building, where the business is carried on by J. R. Droney, receiver.

The Lance Lumber Company, Reading, Pa., was incorporated recently with a capital stock of $10,000.

The Davis Furniture Company, Uniontown, Pa., has been incorporated with a capital stock of $20,000.

The Gettysburg Furniture Company, Gettysburg, Pa., was incorporated under Pennsylvania laws, Apr. 11, with a capital stock of $50,000.

The Chase Lumber Company, Wenonah, N. J., was incorporated under New Jersey laws, Apr. 11, with a capital stock of $50,000.

The Monroe Lumber Company, Stroudesburg, Pa., was chartered under Pennsylvania laws, Apr. 17, with a capital stock of $20,000.

The Enterprise Lumber Company, Wilmington, Del., received a charter under Delaware laws, Apr. 19. It is capitalized at $50,000.

BUFFALO

H. S. Janes of this city is president of the newly incorporated New England Hardwood Company of Wilmington, Vt., and A. C. Meyer, who has been Mr. Janes' associate here, is assistant treasurer. In connection with its hardwood purchase, the company has also bought the capital stock of the Deerfield River Railroad Company. The company will cut 10,000,000 feet of spruce logs in addition to its hardwood.

Frank T. Sullivan, representative of Hamilton H. Salmon & Co., finds that the new office at the yard on the Buffalo river front is not getting along as fast as he had hoped, and he is anxious to get the yard filled up with lumber. The steamer Kongo, which the company recently bought for that purpose, is now ready for business.

F. W. Vetter reports that a number of meetings have lately been held between the lumber interests and the local freight committee in order to discuss the reconsignment privileges on lumber.

F. M. Sullivan's yard will soon be in receipt of elm, maple and brown ash, these stocks having recently been manufactured to order. Some maple is now coming in from Pennsylvania.

Anthony Miller reports a fair amount of activity in hardwoods, although the weather is stated to have been a drawback.

The yard of O. E. Yeager has been getting in some stocks of poplar and other woods from the South.

Davenport & Ridley, whose yard lately occupied has been sold, have begun to vacate and will occupy a yard in the same neighborhood, where about 1,000,000 feet of hardwoods will be carried.

PITTSBURGH

The Duquesne Lumber Company, under the direction of President Rex Flinn, and Sales Manager G. C. Adams, is establishing its wholesale business in fine shape. Its plant at Braemer, Tenn., will soon be running on a heavy daily capacity.

President J. J. Linehan of the Linehan Lumber Company is confident that this will be a fairly good year in the hardwood trade. Building in other big centers, he reports, is far in advance of the development so far in sight in the Pittsburgh district.

The Breitweiser & Wilson Company has taken a larger space in the Oliver building, and is enlarging its force. It is branching out and going after the hardwood trade in a decidedly energetic fashion.

The Camp Manufacturing Company is now located in fine quarters in the Oliver building. The W. E. Terhune Lumber Company is also moving from the House building to the Oliver building and the C. P. Caughey Lumber Company has taken larger quarters in the same skyscraper.

Fred R. Babcock has bought a very handsome country place of 100 acres near Valencia, Pa., where the fine country estate of his brother, E. V. Babcock, is located.

BOSTON

James F. Madden, for many years associated with the Trimount Lumber Company, Boston, and previously wtih the R. E. Cleaves Lumber Company, is now sales manager for the J. F. Gerrity Company of Bangor and Boston.

An important transfer of hardwood lumber lands has been made in Vermont. The Deerfield Lumber Company has transferred to the New England Hardwood Company of Wilmington, Vt., about 26,000 acres. The purchasing company is given twenty-five years from Oct. 1, 1912, in which to cut it. Gardner I. Jones of the Jones Hardwood Company, Boston, is treasurer of the New England Hardwood Company.

E. W. Parkhill, who for many years was connected with the Burlington, Vt., office of the Shepard & Morse Lumber Company, resigned recently and will open an office in that city from which he will conduct a wholesale lumber business. Mr. Parkhill has been succeeded by Shirley

L. Gale, formerly a salesman at the Boston office of the Shepard & Morse Lumber Company.

The plant of the Cairns Wood-Working Company, East Hartford, Conn., has been destroyed by fire.

The L. M. Young Lumber Company, Boston, has removed its office from the Wentworth building to the Marshall building, corner of Central and Broad streets.

BALTIMORE

This city was represented at a hearing in Washington on Apr. 11, on the chestnut blight, lumbermen interested being called on to give their views as to the means to be adopted for combatting the tree affection which threatens to cause great damage to chestnut timber all along the Appalachian chain. The blight has begun to attack trees in Virginia, and there is every indication that it will spread to the Carolinas, all of the states north of the Potomac being already touched.

A concatenation of the Hoo-Hoo of western Maryland and West Virginia was held at Cumberland, Md., on Apr. 12, the gathering being largely attended and various additions made to the membership.

S. Robb Eccles, a widely known Baltimore lumberman, has been appointed vice-gerent snark of the Concatenated Order of Hoo-Hoo for Baltimore and Washington, for the current year.

The new factory of the Maryland Basket & Veneer Company, which concern was recently reorganized, is in active operation in all of its departments. The new factory is in a five-story brick building on East Falls avenue, and has a frontage of thirty-eight feet, with a depth of some ninety feet. David N. Sills is the secretary and general manager of the plant.

Richard W. Price of Price & Heald, who has been in Los Angeles, Cal., has returned much improved in health, and has again resumed his duties.

Fire on Apr. 7 destroyed the sawmill of M. M. & D. D. Brown, and the dry-kilns of the Elkins Pail & Lumber Company at Elkins, W. Va. The total loss is estimated at $60,000.

To relieve the freight congestion on the Baltimore & Ohio railroad, between Harper's Ferry and Brunswick, Md., improvements calling for an outlay of about $2,500,000 will be made. The tracks will be raised as much as twelve feet in some places, and three additional tracks will be laid.

COLUMBUS

The Potters Lumber Company of East Liverpool, O., has been incorporated with a capital of $25,000 to deal in lumber and building materials. The incorporators are L. E. Connor, C. O. Beatty, Frank Crook, Minnie Conner and Cora Beatty.

H. M. Rowe of Powell & Rowe, says since the weather has settled there is quite an improvement in the demand for hardwoods. He says the trade during the past two weeks was exceptionally good and that prices are ruling firm. He expects a continuation of the good trade during the remainder of the season.

The South Side Lumber Company has moved its offices and yard to the adjoining lot at 1929 South High street. The move was made necessary by the fact that the erection of the South High street viaduct made egress to the yard impossible.

M. A. Hayward of M. A. Hayward & Son says orders are coming in for all kinds of hardwoods. High-grade stocks have been picking up rapidly, and prices are advancing, in the better grades of oak. Lower grades are also in good demand. Hardwood flooring is firm and stocks are light.

R. C. Willis of the W. M. Ritter Lumber Company said that orders are coming along nicely, and are fairly well distributed over all grades and varieties. Low grades are especially strong, and advances have been made, in several varieties.

TOLEDO

The Winchester Handle Company will remove its factory from Attica, O., to Bellevue. The contract has been let for the new factory building at the latter place. The structure will be two stories high and will be completed and ready for occupancy by July 1.

"The Southern situation is bad," said Frank Spangler of the Frank Spangler Company, "and we have personally suffered a loss of a thousand or two dollars from the floods. It is getting difficult to secure dry stocks and prices on dry plain oak have increased during the past thirty days. The gum country was badly flooded, and we are experiencing difficulty in securing red gum shipments. The lower grades of gum have also increased in price. I look for a good business a little later and anticipate that there will be little difficulty in disposing of hardwoods."

The Gotshall Manufacturing Company reports a good live demand for hardwoods, especially oak, the bulk of the business coming from furniture factories which are running well.

INDIANAPOLIS

The McLaren Lumber Company of Shelbyville has changed its name to the Shelby Lumber Company.

Announcement has been made that the recently organized and incorporated Cline & Wilt Lumber Company has taken over the business of Cline & Wilt at Portland.

Furniture and woodenware will be manufactured by the newly organized Gem Manufacturing Company of this city which has been incorporated with an authorized capitalization of $10,000. The directors are W. O. Hall, J. H. Johnson and F. B. Moreland.

A part of the property of the Foster Lumber Company at Senate avenue and St. Clair street has been sold to the J. I. Case Threshing Machine Company, which will erect a six story building for its local sales branch.

Notice has been filed with the Indiana secretary of state of the voluntary dissolution of the Eureka Lumber Company of Bloomington.

A new company has been organized at Decatur under the name of the Kirsch, Sellemayer & Sons Company to manufacture and sell lumber. The company is capitalized at $15,000.

Wooden handles will be manufactured at Auburn by the newly organized Auburn Handle Company which is incorporated with an authorized capitalization of $12,000. Those interested in the company are C. Buck, R. W. Vaughn and C. D. Buck.

MEMPHIS

There has never been a time in the history of Memphis when the amount of hardwood lumber being produced was as small, compared with normal, as now. For the past fortnight almost nothing has been done here, and the outlook is very unsatisfactory from the standpoint of lumber producers. This statement applies with more force to the plants which are now flooded and which are directly affected by the overflow. However, it also applies in some measure to the mills which are not directly affected for the reason that the outlook for an adequate timber supply for them is very discouraging.

The transportation problem is a somewhat serious one. The Illinois Central has opened service northward from Memphis to Chicago by way of Cairo, but it is seriously interfered with south of Memphis on both the main line and the Yazoo & Mississippi Valley roads. The Southern Railroad, entering Memphis from the East, also has some of its track gone, and is finding it necessary to detour its trains. The Rock Island, Frisco and Iron Mountain systems are cut off from the West as a result of the washing away of the embankments. It is impossible to say when train service will be resumed on the part of these roads. This will depend altogether on how soon the water recedes and renders it possible to make the necessary repairs to the roadbeds. The only way to get into Arkansas from Memphis is by way of boat from Madison or Helena or by way of St. Louis.

Lee Wilson & Co. lost heavily in the break of the levee at Golden Lake, Ark., which flooded its yards and holdings at Wilson. The company has its largest mill at that point. Mr. Wilson is authority for the statement that considerable quantities of lumber were lost and he also stated that there is a great deal more which has been under water and which has suffered some damage.

The Anderson-Tully Company has found it necessary to close down its two mills, and its box factory at Vicksburg, Miss. The water some days ago reached a stage of fifty feet at that point and the plants can not be operated after it passes that level.

Application for a charter for the Alamar Timber Company has been filed. The capital stock is placed at $100,000. The incorporators are R. R. Roths, J. A. Murray, J. E. Cleland, C. C. Gillespie and A. H. Murray.

The Shawmut Lumber Company, Shawmut, Pike county, Ark., has purchased the mill and timber lands of the Rockdale Lumber Company, near Delight, Ark. J. W. Bishop is president of the new company and A. C. Anderson is secretary. The purchasing firm has assumed the judgments against the Rockdale Lumber Company issued as a result of long standing litigation.

A meeting was held recently at which representatives of the Lumbermen's Club of Memphis, the Memphis Manufacturers' Association and the Memphis Freight Bureau were present. There was much discussion of the formation of the traffic bureau which has been under consideration for some time, but it was impossible to reach a definite basis on which all of the organizations were willing to join the proposed bureau. However, it was announced after the meeting that further conferences would be held before the co-operative idea was abandoned.

NASHVILLE

The Nashville Lumbermen's Club has addressed a strong letter to Secretary John H. Marble of the Interstate Commerce Commission on behalf of the lumber shippers of Nashville asking for a suspension of the Louisville & Nashville Railroad order recently issued covering transit privileges at Nashville on logs, bolts, etc., drawn into Nashville over said railroad, and manufactured and shipped to points on or via the same road. The suspension of the tariff referred to is asked on account of the change adopted by the railroad in the ratio of products outbound to raw material inbound. This tariff provides that for each pound of rough lumber shipped, outbound transit rates will be applied on two pounds of logs, whereas, under the former tariff, a transit rate was allowed on three pounds of logs for one pound of rough lumber outbound. The contention is made that this change causes a decided increase in the net rate on logs into Nashville, as by actual experience it takes more than three pounds of logs to manufacture one pound of rough lumber, and the effect of the proposed rule will result in the loss to the lumber men of one-third of the inbound tonnage of logs, making a material increase in the through rate finally protected.

The mill property of W. E. Cathey & Co., at Burns, Tenn., has been sold in bankruptcy to J. E. Gibbs of White Bluff for $1,600, and will be operated by him. A tight barrel stave mill will be installed.

Large receipts of lumber from the upper Cumberland territory and tributaries, consisting of oak, ash, hickory, poplar, chestnut and other hardwoods, have been reported during the past ten days. John B. Ransom & Co. received nearly 1,000,000 feet recently from Red Boiling Springs and Leiberman, Loveman & O'Brien have been receiving equally as large shipments. It is estimated that the receipts may total fully 3,000,000 or 4,000,0000 feet and possibly more. Recent floods, however, have materially interfered with operations. Much loss was caused along the rivers by the washing off of cross ties, logs and loose lumber piled on the shores for shipment. The extent of these losses cannot yet be estimated, but they were heavy.

John B. Ransom & Co. of this city have bought for some $40.000 about 2,000 acres of timber land near Taylor, Ark. The property will be developed through the mill operated by the company at Hope, Ark. The land contains eight or ten million feet of oak and red gum, chiefly, of splendid quality.

The Althauser-Webster-Weaver Lumber Company of Nashville has purchased a large tract in Wayne county, Kentucky, which is said to be rich in fine timber.

The Lasater Lumber Company, capitalized at $40,000, has been formed at Paris, Tenn. A large plant, with spur tracks and other conveniences, will be erected at once. O. C. Barton is president; C. P. Hudson, vice-president; S. B. Lasater, secretary-treasurer; W. R. Lasater, manager, and H. G. Ryals, assistant manager, of the new company.

LOUISVILLE

The new mill of the Norman Lumber & Box Company of Louisville, located at Holly Ridge, La., has been put in operation. From now on Barry Norman, vice-president of the company, will spend much of his time supervising operations there.

Not only were the mills of the Mengel Box Company at Hickman, Ky., put out of commission by high water, but the sawmill at Mengelwood, Tenn., was also submerged.

There is considerable discussion going on at present regarding new milling-in-transit regulations proposed by the Louisville & Nashville and effective Apr. 29. Under these rules, while the identity of the shipment of logs need not be maintained, it is necessary to use oak credits to apply on oak shipments, etc. An involved system of dividing the credits where a mixed car of logs is received has been devised and will be administered by the Southern Weighing and Inspection Bureau. Heretofore a much more liberal system has been in effect, by which any log receipts could be used in securing the mill-in-transit refund on shipments of lumber moving out over the Louisville & Nashville. It is understood that the road took the new step because of the stand of the Interstate Commerce Commission in favor of uniform regulations on the subject.

A. E. Norman, former president of the Louisville Hardwood Club and one of its charter members, read a paper before the club recently on "The Advantages of Club Membership." The paper was a strong argument in favor of local association work, and brought out many reasons in favor of extending such efforts.

The Louisville Point Lumber Company has resumed operations after having been shut down because of high water, which invaded the mill. A large amount of logs have been received from the Big Sandy timber districts.

R. L. Thomas has announced plans for a large sawmill at Winchester, Ky. George S. Tomlinson, of that city, has also arranged to erect a mill.

T. M. and J. G. Brown of W. P. Brown & Sons Lumber Company recently attended the wedding of their sister, Agnes, to A. Duggan in Indianapolis. The couple will make their residence there.

The Kentucky-Indiana Hardwood Company has filed articles of incorporation in Louisville. Its capital stock is $16,000 and the incorporators are Gustave E. Bauman of Owensboro, and Herbert Bauman of Louisville.

ST. LOUIS

The Lumbermen's Club of St. Louis dispensed with business at its last meeting held on Apr. 9 and also with its dinner. Instead of assembling as it usually does at 6:30, the members did not get together until 8 o'clock, when the entertainment committee provided a lecture on the Panama Canal, which was given by Spearman Lewis, the historian of the Business Men's League of St. Louis. There were many ladies present and parlor A at the Planters Hotel was filled.

Fire recently visited the yards of the American Hardwood Lumber Company entailing a loss of $5,000.

F. G. Hanley of the F. G. Hanley Cypress Company has returned from a trip through the cypress districts and reports mill shipments as good as can be expected under the circumstances; that available stocks of dry cypress are low and that well informed buyers are purchasing what lumber they need believing there will be an advance in the near future.

Curtis P. Jennings, who looks after the hardwood department of the Berthold & Jennings Lumber Company, reports the demand for hardwood as being more active than it was, particularly in the call for car material.

NEW ORLEANS

George B. Terry, formerly manager of a hardwood sawmill at Baskin, La., has been appointed general manager of the new hardwood mill being erected by the Grayling Lumber Company at Arkansas City, Ark., and is now in full charge of the construction work yet to be finished. When completed this will be one of the finest hardwood plants in the South. It will have two bands and a resaw, with a capacity of 75,000 feet per day.

Change of its name to the Lumbermen's Association of New Orleans, and the organization of an export branch were the principal features of a very successful monthly meeting of the New Orleans Lumbermen's Club in the dining room of the Progressive Union Tuesday, April 9. To the fact that the organization, through its name of "club," had come to be looked upon as a sort of jovial gathering rather than a business body was due the change in name. The meeting was probably the most important in the history of the club, and was presided over by President Ludwig Haymann, there being in attendance nearly thirty other members. Immediately after the general meeting, the exporters got together for the purpose of organizing an export branch. W. P. Toung, who had resigned the chairmanship of the transportation committee of the parent body, was made chairman of the export branch committee, and O. M. George was made chairman of the transportation committee to succeed Mr. Toung.

MILWAUKEE

The Merrill Woodenware Company of Merrill is installing a new blower system that will cost about $2,000.

The Fred Eggers Veneer Seating Company of Two Rivers recently received two carloads of mahogany logs that came from Gaboon, French Congo, Africa. The importation was in the nature of an experiment and if it proves successful, the company may continue to import.

The Combination Door Company, recently organized at Fond du Lac as a branch of the Standard Manufacturing Company of Appleton, has been incorporated with a capital stock of $30,000 by L. C. Schmidt, Walter W. Schmidt and L. J. Schmidt. The company will specialize in the manufacture of a combination screen and storm door, but will manufacture office, store and bank fixtures as well. The plant of the Wisconsin Cabinet Company has been purchased and is being remodeled.

The Berlin Machine Works of Beloit, one of the largest manufacturers of wood-working machinery in the world, recently made its largest shipment of equipment for export. The shipment, destined for Sydney, New South Wales, Australia, was made up of five carloads of sawmill equipment, including the largest sawmill ever manufactured by the company.

The Hardwood Market

CHICAGO

Chicago hardwood buyers are evidently awakening to the necessity of making prompt purchases, as during the last fortnight many substantial orders have been placed, not only by the small miscellaneous factory operators, but by many of the railroads and corporations placing their orders in this city. Several orders ranging well up into the millions of feet have been placed, and there is a scurrying among the big jobbers to secure additional stocks to take care of current and prospective demands by lake and rail. There have been unusually heavy sales of northern stocks, and every item from this section of the country seems to be in good demand except 4/4 maple flooring stock, and even this item shows a fair movement.

Local jobbers are seriously handicapped by their inability to secure shipments from the southern flood country, but believe that receding waters will enable railroads to very soon reopen their lines and crowd shipments forward. It is recognized that while considerable quantities of lumber have been under water, there is still a large amount of stock that has been in no wise damaged from this cause. Local trade looks very promising and it undeniably would be of much larger volume if stocks were available.

NEW YORK

The hardwood market at New York is very firm, particularly on good lumber. Stocks are scarce, inquiry active, and a fair volume of business is moving. All indications point to a firm and active market for the balance of the spring and early summer. Plain oak is strong and quartered oak shows some improvement. Poplar, ash, maple and birch are in active demand and firm.

BUFFALO

The local hardwood trade is only fair, and has not strengthened much, if any, in the last two weeks. The weather is probably responsible for this state of affairs. However lumbermen are looking forward hopefully to an increased inquiry. Stocks are arriving more freely from the flooded sections of the South than formerly.

While plain oak has been soaring, quartered oak has been resting. The strength of the former is quite marked, while the latter shows little or no improvement. Birch is moving comparatively well, and maple continues to get its share of the orders. Lower grades in hardwoods hold their strength and there seems to be a general demand for them.

PHILADELPHIA

With the exception of easier shipments during the fortnight, there has been no salient change in the hardwood situation. Stocks of standard woods at mill ends are still scarce, and, owing to the continued wet season, it will be some time before sufficiently seasoned material is available to meet the demand. The furniture and other wholesale consuming industries show more life, and prospects are fair for a continued activity. Box makers keep busy, and the markets in both hard and soft wood have been scoured for material. The demand for oak is increasing. Chestnut is holding its own. Beech and birch are running easy. Cypress keeps a good reputation. Poplar is improving and ash is running smoothly.

PITTSBURGH

There is a steady improvement in the local hardwood trade. Low-grade hardwood, which has been a very slow seller for more than two years is now in splendid demand. Yard mills are busy, but are under a heavy handicap owing to the impassable roads and bad logging conditions. Railroads are putting in a new lot of requisitions, and warehouse construction is taking considerable oak.

BOSTON

The improvement reported in the demand for hardwood lumber a few weeks ago has been maintained, and a steady increase in business is now looked for.

Stocks of hardwood lumber have been allowed to get low during the winter months. Hence, practically all buyers are again looking the market over and taking liberal sized lots in many instances. Considerable firmness prevails in the market. Manufacturers are in better position to demand firmer prices, and in some cases slight advances are demanded. Maple is selling freely, but prices have a wider range than usual. Cypress is in larger call. Plain oak is in better request and prices are held more firmly. The demand for quartered oak, while larger, cannot as yet be called active.

BALTIMORE

While there is an absence of important changes in the lumber trade situation, the demand for stocks is moderate and the movement would be larger if weather conditions were favorable for drying. Some of the plants have fairly big stocks on hand, but none of the lumber is sufficiently dry to ship, and the calls for supplies cannot be taken care of. A Baltimore hardwood company, for instance, has nearly two million feet at one of its mills, and yet is unable to fill orders, as none of the lumber is in condition for the market. Many other producers are in the same position. Prices under these circumstances are not as high as would be looked for. Good dry oak is one of the scarcest articles on the market, and the quotations are very firm, the tendency also being upward, though the range of values is not as high as might be expected. Ash and other woods are either holding their own or show a stiffer tone, the one exception being extra wide poplar of high grade, which keeps rather low. The interference with operations at mills by the bad weather does not appear to have brought any decided change for the better in this division of the trade, while the lower grades are moving in sufficient volume to take care of the output, the assortments in the yards being relatively small. Chestnut is practically free from pressure, the mills being able to dispose of their holdings with comparative freedom and at prices which, while they do not represent a considerable advance, give encouragement to the producer.

Taken as a whole, hardwood values are satisfactory, and the members of the trade with suitable stocks are in a position to make money. A measure of quiet prevails in the export business for the reason that the effect of the British strike has not been entirely dissipated, but it will not be long before steamers will be able to move with their old regularity, and the forwardings will assume increased proportions. Prices are satisfactory and even attractive, the quotations on oak planks being at the high level noted some time ago.

COLUMBUS

The better weather which has succeeded an unusually rigorous winter, has resulted in a good demand for all grades and varieties of hardwoods. Prices are ruling firm in every variety and grade, and every change in quotations has been towards higher levels. Manufacturing establishments, especially the furniture, vehicle and box factories are in the market for stocks and automobile factories are also buying better. Stocks in the hands of retailers are not large, and they are already in the market for a replenishment of stocks. Dry stocks in the hands of manufacturers and jobbers are short and this means that prices will be advanced. Hardwood flooring is selling well and prices are firm.

The lower grades of hardwoods lead in demand, and prices are stronger in those grades. There is also a good demand for the better grades. Oak is in good demand and chestnut is selling well. Poplar stocks are moving well.

TOLEDO

There are differences of opinion as to the local situation, indicating that trade is a trifle spotted and that deviations are being made from list prices. Local yards are well stocked. Owing to the severity of the weather the call has been rather light, and local concerns are just beginning to move their stocks. Indications for summer business are good, and there is a general feeling of optimism among Toledo hardwood men.

CINCINNATI

Conditions in the Cincinnati hardwood market show considerable improvement. With the return of more favorable weather a good demand has developed. Yard work has naturally been held back by frequent rains, and shipments, which have been made, have been delayed in transit by the conjested condition of lines north of the Ohio river.

Plain oak holds the center of the stage, thick plain white oak being very scarce. Plain red oak is more plentiful as a rule, although certain items are short. Prices on plain red oak are lower than quotations on white oak, which have advanced. Quartered oak of good figure is in demand. Chestnut is active for the top grades, with prices strong. Sound wormy chestnut of good widths, practically free from defects other than worm holes is in demand, at top prices. There is plenty of low-grade, sound wormy to be had, but prices are low. Poplar is meeting with a fair volume of trade in the manufacturers' grades. Wide poplar is slow, with but slight inquiry. Red gum is in fair demand for ones and twos. There are many inquiries for saps and common, which are scarce in good dry stock. Birch is in fair request for both red and white. The outlook for mahogany is rosy, Cuban, Honduras, African and Mexican being in good demand. American walnut, oak boards, thick white ash, red gum and hickory are in fair movement to the foreign trade. Cypress continues to grow stronger, and the spring trade promises to be excellent. Prices are firm with a slight advance in some grades.

INDIANAPOLIS

The hardwood market has shown a satisfactory improvement during the fortnight. Business is much better than it has been at any previous time this year, and the outlook for the immediate future is considered bright.

Prices are steady, and an advance is anticipated within the next few weeks in lines that are strongest in demand. Shipments are moving promptly, and there is no complaint of car shortage in this vicinity. There is an active trade in hardwoods for interior finish, particularly in all grades of oak and mahogany. Poplar is also active, on account of the great amount of building operations which have been started since Apr. 1.

MEMPHIS

The hardwood situation at Memphis is one of increasing strength and every indication points to still higher prices for lumber. There is already an acute scarcity of dry stock in a number of directions, and, with the almost complete stoppage of production over a large area, the outlook is anything but reassuring. The supply of timber available is not large, and some members of the trade say that it will be well along into the summer before anything like a normal supply of hardwood lumber in shipping dry stock can be looked for. Prices are measurably firmer all along the line as a result of the flood conditions and the unfavorable weather which have prevailed for a number of weeks. There is a good demand for every kind of hardwood lumber offered, though perhaps the strongest features are the lower grades of cottonwood and gum, red gum in firsts and seconds, and plain oak in all grades. There has been a perceptible increase in the demand for quartered oak, and prices are measurably higher than they were a short time ago.

NASHVILLE

There has been a marked improvement in the Nashville hardwood market. Manufacturers have been enjoying a brisk demand for hardwoods. Quartered oak, which was dull for so long, is showing an improvement and plain oak and poplar led in the demand. Ash, chestnut and cottonwood are active. Cypress and hickory are sharing in the bettered conditions. There were very heavy receipts of hardwoods during the past ten days from the upper Cumberland river and tributaries, the totals running up to about three or four million feet. The floods in the Mississippi river sections did so much damage and so impeded shipments that numerous buyers, who might otherwise have gone to other markets, came to Nashville seeking to supply their needs and this added to the volume of local orders. The local plants which suspended operations pending a subsiding of the floods, have resumed work and are endeavoring to catch up with orders. The outlook for both the wholesale and retail trade is good. Prevailing prices remain steady, with indications of increases in ruling figures. The logging men are showing additional activity. The consuming factories and railroads are making good demands for material.

NEW ORLEANS

High water in the Mississippi and its tributaries has retarded trade to some extent. Stocks at the mills are light, and there is a marked scarcity of low grades. The factory demand is strong, and the price situation is more satisfactory than for some time.

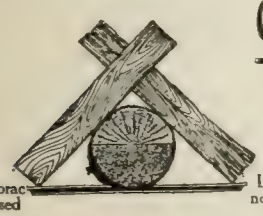
The note of optimism in the export trade grows in strength in a degree which has special significance in view of the near approach of the summer season. Price conditions are generally satisfactory abroad, and there is a fair balance between the markets there and on this side. Movement from the interior has been considerably hampered by bad weather, but with the return of favorable weather conditions, orders now being placed should be delivered in time to keep the movement active. Stocks are generally low, and prices are well kept up.

ST. LOUIS

The hardwood situation at this point is improving, and the demand is now of seasonable proportions. While there is not the activity shown that there should be at this season of the year, the backwardness of spring weather is the probable cause. A decided improvement is expected very soon. Wide poplar, dry ash and white oak in the upper grades are fair sellers. Elm and cottonwood of the lower grades are doing better than formerly and are now in fair demand. Depleted stocks in the yards of the retailers and in the hands of the factories will no doubt create a good demand in the very near future for nearly all items on the hardwood list. Prices are firm, particularly on high-grade oak and poplar stock, and gum of the choice grades. The last two items are firmer than they have been for several weeks. There is a more cheerful feeling in the local cypress market. The volume of business being done is satisfactory under existing conditions, and the outlook is bright.

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LOUISVILLE

Good weather has greatly stimulated business in the Louisville market. The fact that many southern shipping points have been prevented from operating by high water, has created a big demand for hardwoods ready to ship, and as local dealers have been in a position to supply the wants of their customers without difficulty, they have been handling a large amount of business. There has been a brisk demand, and prices have advanced. Plain oak continues to lead in demand, both white and red having a good call. Poplar is moving better than for some time. Quartered oak is also selling well, although there has been no appreciable change in price. Ash and hickory are in better demand, and chestnut is also selling well. Business, with good weather and normal conditions, is expected to reach its height within the next month or six weeks.

MILWAUKEE

The shortage of dry stocks in the upper grades is causing considerable concern in the local lumber market at the present time. Upper grade birch is practically exhausted, while both plain and quartered oak is scarce. New birch stocks will not begin to arrive from northern Wisconsin and Michigan before the middle of May, although basswood stocks are expected to arrive by the end of the present month. Prices are higher in all lines as a result of the shortage and the better demand. Steady advances have been made in low grade stuff, as buyers have been forced to buy in these grades. Local wholesale lumbermen believe that still higher prices may be expected this season, in view of the present shortage and because of the flood situation in the South, which will deter shipments of southern hardwoods.

The sash and door plants and milling interests in general are buying much more readily, and, to a certain extent, have abandoned the "hand to mouth" system which has been followed for many months. The building season in Milwaukee and about the state has opened with a rush and the prospects for a successful year are bright at the present.

Birch, plain and quarter-sawed oak, poplar and basswood are in brisk demand. Maple and maple flooring is wanted and the over-supply which seemed to exist some time ago has been worked off.

LIVERPOOL

Business here is still at a standstill. The railroads have given notice that, owing to the shortage of coal, they cannot carry timber of any kind. No round timber has been carried by rail for some weeks, and the coast steamers are much in the same position. Naturally, with this state of affairs existing, no one is anxious to speculate. Arrivals have not been heavy, but such as they are they have been firmly dealt with in spite of the extra expense incurred through the labor troubles. Round ash logs are in demand, and exceptional prices have been secured by shippers for several parcels coming on consignment. Round hickory is also exceedingly firm, and the wood which has arrived has been above the average. The result has been that good prices have prevailed therefor. The mahogany position is exceedingly firm, and firm prices have been paid for stock on hand. Prices should advance at the coming sales and buyers are advised on no account to be caught short of stock. Prices will probably advance considerably during the summer months, and there is not the slightest chance of a reduction in value for some months to come. Everything points to a good year of trade.

GLASGOW

The strike is now practically at an end and it is expected that the miners will go back to work as soon as the pits can be put into working order again. Trade all over the country has suffered severely owing to the long stoppage, and it will be some time before conditions are again normal. Most people are still very chary of buying, and little stock has been moved from the public storage grounds, except for immediate requirements. The only bright spot in the horizon is the shipbuilding industry, which has not suffered much, owing to the foresight of the employers in having stored sufficient coal to carry on the business. A number of orders are on hand, and those coming in are plentiful. This in itself augers well for the timber trade of this section. Cabinet makers are quiet, as also are the joiners, and it will be some time before these revive again. The wagon building trade is fair, and deliveries of oak planks are being taken from the various docks to the works. Oak planks at present on the quay are very well manufactured, and of good sound quality. The boxmaking trade is sluggish, but hopes are entertained that this industry will soon come into its own again.

The demand for first and second canary whitewood is poor, and prices rule acordingly. Shippers should avoid consignments, and only ship against regular contracts. Numbers 1 and 2 common whitewood is also slow of sale.

The demand for first and second quartered oak boards 1 inch thick, is slight. However business in 6 inches and up and 10 inches wide by 1¼, 1½ and 2 inch thicknesses is fair, and good prices are obtainable for the latter. The thinner sizes are also in good demand.

The demand is still very poor for first and second plain white oak boards, and is expected to continue so. The supply of No. 1 common is sufficient for the demand, except in 1¼, 1½ and 2 inch stuff. A few carloads of these sizes would meet with a prompt sale. No. 2 common in the same thicknesses is also in good request, and a few carloads would do well.

The demand for first and second white oak logs is exceptionally brisk, and large sized logs will bring remunerative rates. There have been no consignments recently, and none have come in against contract. The best size is 24 inches and up diameter at the small end. The demand for first and second canary whitewood logs is non-existent. Prices are very poor, and shippers would only meet with a sharp loss in consigning any parcels to this market. The market for first and second white ash logs is firm, with a good demand. Consignments of lower qualities should be carefully avoided, as it only means running the shipper into unnecessary expense. The same remarks apply to first and second white hickory logs. The demand for persimmon and dogwood logs is good.

WHY?

WHY DO more than 320 of the most prominent and successful lumber manufacturers exchange nearly $26,000,000 of indemnity against fire loss at

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BECAUSE the regular, frequent and thorough inspections given the plants of all members help them to prevent fires, thus materially reducing both the fire waste and the cost of indemnity.

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Portland, Ore.

Harry Rankin & Co.
Attorney in Fact,
KANSAS CITY, MO.

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WANTED—GENERAL SUPT. AND

Heads of Departments, having experience in Southern hardwood operations, including planing mill foreman, wood superintendent, engineer, master mechanic, timber estimator, etc. Preference given to Christian and temperance men with families. Good town of 2,000 people. Five churches, natatorium, club house, hospital, etc.

Men who desire to connect themselves with a permanent organization would do well to apply to "BOX 49," care HARDWOOD RECORD.

WANTED.

First-class, practical inspector for Chicago yard. Thoroughly familiar with all kinds of hardwoods. Must be an intelligent grader and willing worker. Good opportunity for one capable of filling position satisfactorily. Address "BOX 45," care HARDWOOD RECORD.

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LIGHT STEEL RAILS.

8, 12, 16, 20, 25, 30, 35, 40 lbs. per yard, A. S. C. E. Sections with Splices and Spikes. Certificates of inspection by Hildreth & Co., inspecting engineers of New York City, assuring absolutely first quality, furnished free of cost. 56-60 lb. relayers in stock. We are manufacturers and can make prompt delivery.
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Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
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Estimating Southern Timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Can furnish best references. THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn. Formerly with C. A. Schenck & Co., Biltmore, N. C.

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WANTED—SECOND-GROWTH

White Ash logs 8 to 16 feet long. Inspect at shipping point and pay cash.
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WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
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LOGS FOR SALE

WALNUT LOGS

We have for sale 50 very choice Walnut logs, 20 to 30" in diameter, 8 to 16' long. For particulars write J. V. STIMSON & CO., Owensboro, Ky.

WOULD LIKE TO HEAR

from parties in Indiana, Ohio and New York buying White and Red Oak, Ash, Maple, Elm and Hickory in the log. Address
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FOR SALE.

One carload of about 400 sets of 2½x2½—3' Sawed Oak wagon felloes, all of which are bone dry and ready for use.
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WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
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100 cars Oak Bolsters, Poles and Reaches, also Pecan Axles. Will take stock green, inspect at mill and pay cash.
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FOR SALE.

Desirable tracts of Hardwood and Pine timber in North and South Carolina, Alabama, Georgia, Florida, West Virginia, Virginia and Arkansas. Address
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10,000 acres; virgin forest. Will cut 100,000,000 feet Oak, Ash, Red Gum and other hardwoods. On navigable stream to deep water, 2 miles of railroad, South Carolina. A bargain. Only $2 per M; stumpage.
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I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

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Both hardwood and soft wood timber tracts. Any size desired. HILLARD C. SCHOPPE,
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We own and offer for sale 3,500 acres of Oak, Hickory and Poplar timber; 70% white and chestnut oak of superior quality. Well located, close to R. R. Logging operations not difficult. Accurate estimate shows 10,000,000 feet. Property underlaid with coal. Title good; will sell timber or fee. Will deal with actual prospective buyers only. A great bargain. Address "BOX 34," care HARDWOOD RECORD.

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WE ARE IN THE MARKET

for all kinds of Hardwood, log run, at lowest cash prices delivered.
GUENTHER LUMBER CO., Philadelphia, Pa.

WANTED.

10 to 50 cars 1x10" and up Hardwood mill culls. Name price f. o. b. mill.
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One million feet 4/4 No. 1 common, or 4/4 log run Sap Gum.
GLOBE-BOSSE-WORLD FURN. CO.,
Evansville, Ind.

WANTED.

One to two cars high-grade Quartered Oak Flitches, good widths.
THE FREIBERG LBR. CO., Cincinnati, O.

WANTED—RED OR WHITE OAK

Single cars or quantities bending strips, 6' 6" to 8' long. DELPHOS HOOP CO, Delphos, Ohio.

WANTED TO BUY

One car 3" 1sts & 2nds Dry Poplar. THE WALNUT LBR. CO., Indianapolis, Ind.

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60,000 feet Butternut, 4/4", 5/4", 6/4" and 8/4", band mill manufacture from large, forest growth logs, green or dry. Prefer all 1sts and 2nds, but will take some selected No. 1 common. Quote lowest price, giving full particulars in detail. Address W. M. WESTON CO., 120 Milk St., Boston, Mass.

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3 cars 4/4 unselected Birch.
THE WALNUT LBR. CO., Indianapolis, Ind.

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FOR SALE.

1 car 8/4 1sts & 2nds Plain Red Oak, bone dry.
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3 cars 4/4 No. 1 common Ash, bone dry.
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THE WALNUT LBR. CO., Indianapolis, Ind.

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For prompt shipment:

75 M ft. 12/4 Hard Maple, No. 1 Com. & Bet.
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40 M ft. 6/4 Hard Maple, No. 1 Com. & Bet.
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30 M ft. 8/4 Rock Elm, Log Run.
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We are in the market for mill cuts.
Write us before selling.
VAN KEULEN & WINCHESTER LBR. CO.,
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I BRING BUYERS AND SELLERS

together. No matter where located, if you want to buy, sell or exchange any kind of property or business, write me. Established 1881.
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2440 Adams Express Bldg., Chicago, Ill.

ONE OF THE LARGEST

Hardwood Lumber firms in Ontario with A1 connection, wants sole selling agency for Canada for southern hardwoods and veneers on commission, large sales, territory thoroughly worked. Address "BOX 47," care HARDWOOD RECORD.

FOR SALE

One seven-foot right-hand Clark band mill complete, filing room machinery, steam feed, live rolls, edger, trimmer, lath mill, sawdust and slab conveyors, planer and matcher, boilers and engine, all in good condition. Mill now in operation at Twin Rocks, Pa. Could give possession about April 1st. For particulars write WEBSTER GRIFFITH, Ebensburg, Cambria County, Pa.

OPPORTUNITY FOR WOOD-WORKING

industries Dover and Foxcroft, Me., situated in heart of vast forestry of Ash, Birch, Beech, Maple, Fir, Pine, Spruce, Cedar and Poplar, at junction of Maine Central and Bangor & Aroostook R. R.'s. Water, steam and electric power. No labor unions. Desirable place for home. Address C. O. PAINE, Dover & Foxcroft Board of Trade, Foxcroft, Me.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.
INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

MACHINERY WANTED

WANTED—VENEER DRYER

in good condition. Describe make; how long in use; what type; length, width, etc., and for what kind of veneer best adapted. Address "BOX 48," care HARDWOOD RECORD.

WANTED.

Second-hand log loader in good condition, either standard or 42" gauge.
KENTUCKY LUMBER CO., Williamsburg, Ky.

MACHINERY FOR SALE

FOR SALE

One 88" Merritt Veneer Lathe.
One Coe Clipper to match.
One 8 ft. Clemons Belt Sander. All slightly used. EMPIRE VENEER CO., Buffalo, N. Y.

MISCELLANEOUS

FOR SALE CHEAP

One first-class second-hand Kimball brougham; everything in good condition, including rubber tires; have pole and shafts. Address "BOX 36," care HARDWOOD RECORD.

Business Stationery
of the Finest Quality
WRITE FOR SAMPLES AND PRICES TO
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Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK
and BOX SHOOKS
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SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, Oh. City, U.S.A.

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are frequent except where our
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S. D. CHILDS & CO.
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We also make Time Checks, Stencils and Log Hammers.



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CHICAGO

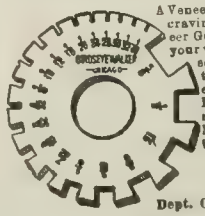
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FISHER BUILDING
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A SPECIALTY

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HARDWOODS

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HARDWOOD LUMBER
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Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
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Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
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A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 88.
Dept. C BIRD'S EYE WALKER

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In two, three and five ply

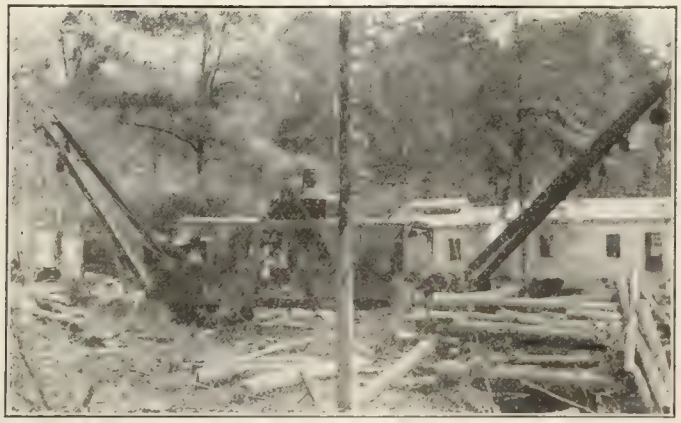
We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

Will not come to pieces after they are in the furniture

Do you see the point?

WE make them as good as they can be made and we can sell them to you cheaper than you can make them. ¶ If you'll know the reason, seek the cause — special equipment and expert handling tell the story. That your panel making expense is larger than it ought to be, is easy for you to know if you'll make the initial effort and write us along the line of what you use. We will then send you samples and quote prices. Given such a base as that, you will soon know that there is another economy due you. ¶ It makes no difference what kind of panels you use, it is all one to us and our equipment. ¶ Just you make inquiry, that's all—the rest is up to us. ¶ In built-up panels, we supply two, three and five ply. Quarter Sawed Oak, Quarter Sliced Oak, Figured Mahogany, Plain Mahogany, Red Birch, Plain Oak, Yellow Pine, Gum, Basswood, Ash, Maple, Elm. ¶ When you do business with us you get your order quickly filled.

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The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

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Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

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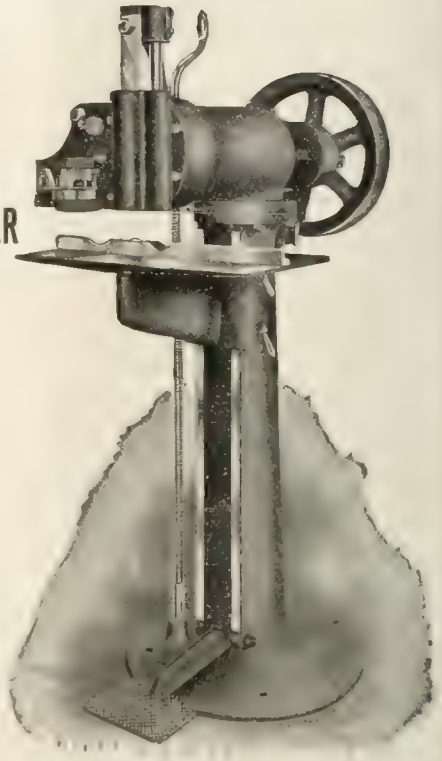
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Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

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AIR DRILL AND AIR TOOL **HOSE**

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EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



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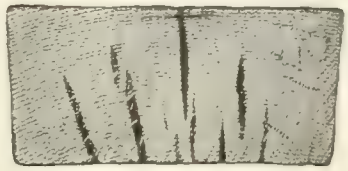
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STANDARD EQUIPMENT CO., MOBILE, ALA
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THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

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ESTABLISHED 1882



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

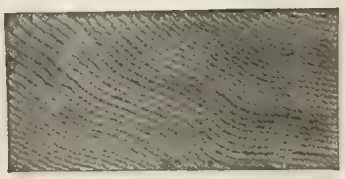
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

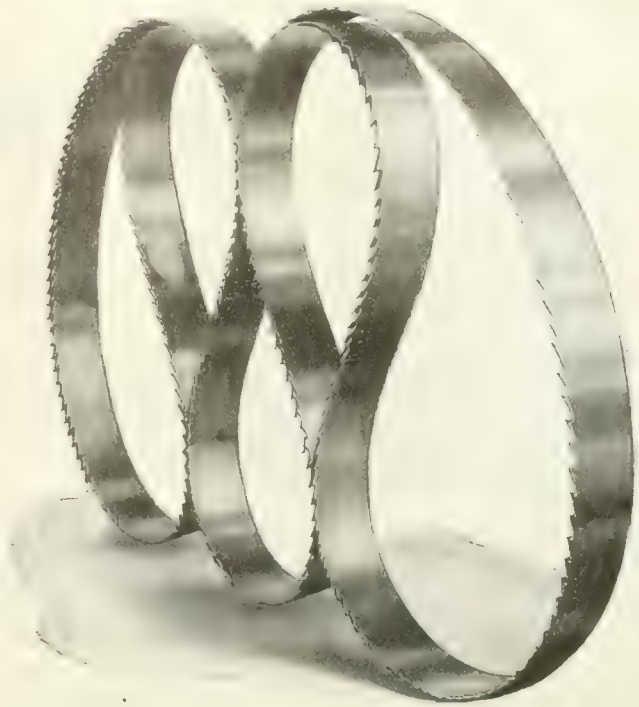
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

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For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

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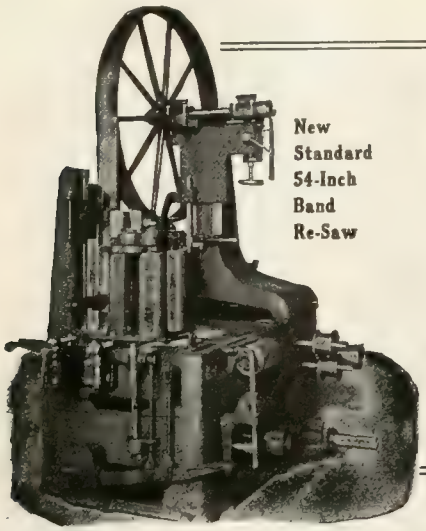




The Simonds Band Saws pictured above are of a size unusual to a great many of the readers of HARDWOOD RECORD. They are each nearly 46 feet long and only 5½ inches wide. Two saws are neatly folded, one inside of the other, and, as seen in the illustration, are just ready for crating and shipping from the Simonds Fitchburg, Mass., factory. Another interesting feature is that the Saws are being sent to customers in England and are to be used as log saws on English made machines. Simonds Band Saws of this kind are furnished by us for several firms in England.

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Factories
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The price—whether high or low—paid for a Saw is always overshadowed by the results obtained.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

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IS DONE WITH



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This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

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FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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SALLING, HANSON CO.

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Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"..85,000	Clear Saps.....25,000
4/4 Panel & Wide, No. 1, 18" & up.....15,000	Selects 19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds
Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

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DETROIT

"Chief Brand" Maple and Beech Flooring

in $\frac{3}{8}$, $\frac{5}{8}$ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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IXL ROCK MAPLE Birch and Selected Red Birch FLOORING

RED BIRCH IXL FLOORING

"The Standard" of Excellence

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Basswood Siding, Ceiling, and Moulding

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25,000 5/4 No. 2 Common
30,000 5/4 No. 3 Common
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20,000 8/4 No. 2 Com. and Better
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BASSWOOD
15,000 6/4 1sts and 2ds
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BIRCH
40,000 4/4 No. 1 and 2 Common
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MAPLE
300,000 4/4 No. 3 Common
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WE HAVE ALSO A GOOD ASSORTMENT OF WINTER CUT STOCK WHICH WILL BE DRY IN SIXTY DAYS, AND INVITE YOUR INQUIRIES.

Von Platen Lumber Co.
Iron Mountain, Michigan

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Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

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24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

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VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

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BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL FACTORY AND MAIN OFFICE

WISCONSIN

MELLEN VENEER AND HEADING MILL

VENEERS AND PANELS

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

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Cutters, Cross Banding, Drawer Bottoms.

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ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

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Rotary Cut Veneers

or

Built up Basswood Panels

Let us figure on furnishing what you require, while we have a stock of nice winter-cut logs.

Get quality by sending to

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Cadillac, Michigan

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT
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MAPLE

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THE F.T.PEITCH COMPANY
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Oak Flooring. Get our prices on lumber.

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4/4 1s & 2s Plain White Oak, 10" & up wide	11,500 ft.
4/4 No. 1 Common Plain Red Oak, 10-11½" wide	10,000 ft.
4/4 No. 1 Common Plain Red Oak, 12" & up wide	10,500 ft.
4/4 No. 1 Common Plain White Oak, 10" & up wide	10,500 ft.
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4/4 Panel Poplar, 18" & up wide	26,000 ft.
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WRITE US FOR OTHER STOCK

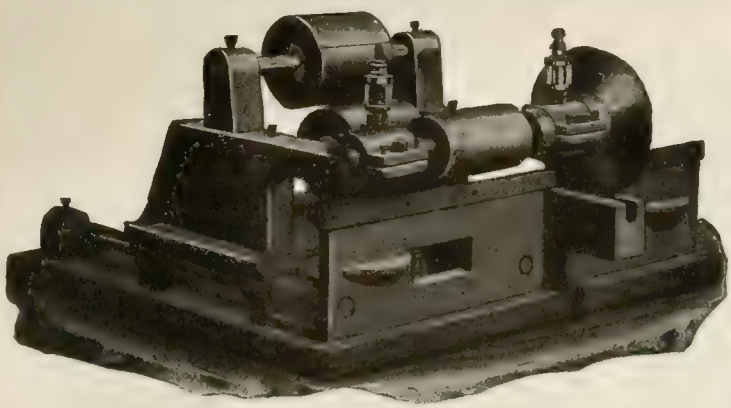
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OAK AND MAPLE FLOORING
10 cars 1" No. 1 Common Red and White Oak
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Manufacturers of and Dealers in
ASH, OAK, GUM AND CYPRESS LUMBER
YARD TRADE A SPECIALTY



BUTTING SAW
for
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

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WOOD CONSUMING PLANTS ATTENTION

Our band mill will saw for you Quartered Oak to suit your requirements. We solicit your inquiries for special contracts.

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

Salt Lick Lumber Co.

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MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

A FEW ITEMS OF DRY STOCK

We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.

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Louisiana Long Leaf Lumber Co.

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OAK FLOORING

A GUARANTEE OF PERFECTION

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MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

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WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

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WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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Office and Mill — TOMAH, WISCONSIN
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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

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SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

COSTS BUT ONE CENT

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SAGINAW BRAND
MAPLE FLOORING
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ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. **Write Today for Catalog and Prices**

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IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

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The Foremost Hardwood Market of the East

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
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1075 CLINTON STREET

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HARDWOODS
OF ALL KINDS
893 EAGLE STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

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Specialties:
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932 ELK STREET

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Specialties:
Gray Elm,
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PACIFIC COAST
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Quantities of
ALL KINDS OF
HARDWOODS
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Buffalo can give you service, and the right kind of service.

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Our Specialty:
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WHITE OAK
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Specialties:
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Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

FLOORING

OAK — BEECH — MAPLE

KILN DRIED END MATCHED

TELEPHONE YOUR ORDER OR INQUIRY TO OUR SALESMEN—WE WILL PAY THE CHARGES

W. M. RITTER LUMBER CO., COLUMBUS, OHIO

W. H. White Co. Boyne City Lumber Co.

Mills and General Offices at BOYNE CITY, MICH.
Wholesale Yards: BUFFALO, N. Y.

¶ We are now ready to figure with you on your 1912 requirements for Lower Michigan Hardwoods, Maple, Beech, Birch, Basswood and Ash. We have the best up-to-date mills, cutting virgin timber; our grades are right and our manufacture unexcelled.

¶ We have a new plant, fully equipped for the sole purpose of meeting the requirements of the trade who prefer their Maple, Beech and Birch Lumber, delivered in the rough and cut to sizes most suitable for their needs. Write us at once, stating what you will require.

¶ The product of our mills needs no introduction to the trade who use the best. We want your business and are in a better position to serve you than any one else in our line.

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER



ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly.

CHICAGO, MAY 10, 1912

Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

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All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

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IS BEST ANSWERED BY THE ECONOMICAL AND RELIABLE TRADE MUTUALS

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Average rate of dividend to Policy Holders, now 36%

YOU could justly claim a superior article if for **TWENTY YEARS** you had specialized in one line.

When **you** consider that we have made a **SPECIALTY** of **QUARTERED OAK** for that long give us the benefit of the same conviction.

OUR AIM IS TO

Cut only such timber as will guarantee quality and figure, and
To give each board the benefit of twenty years of quarter-sawing experience.
WE BELIEVE WE DESERVE A TRIAL.
OUR PRICES ARE ALWAYS FAIR.

For immediate shipment:
5 cars 5/4" No. 1 Com. Quartered White Oak.
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YOUNG & CUTSINGER,

E. & T. H. Yards, EVANSVILLE, INDIANA

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Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



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THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

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4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

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Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

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All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.

Philadelphia, Pa.

WE WANT ORDERS

FOR 5/4

IN THE FOLLOWING:

50,000 ft. No. 2 Common & Better Rock Elm.
150,000 ft. No. 1 Common Chestnut.
100,000 ft. No. 1 Common Poplar.
125,000 ft. 1st and 2nd Plain White Oak.
50,000 ft. 1st and 2nd Plain Red Oak.
50,000 ft. No. 1 Common Plain White Oak.

Write or Wire Us for Delivered Prices. You Will Find Them Low.

The Fullerton-Powell Hardwood Lumber Co.
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us

for Anything

in Hardwoods

COLUMBUS **OHIO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. April 10th, 1912

DRY STOCK LIST

4/4	Basswood No. 1 Common	300 M
4/4	Birch 1s & 2s Red	5 M
4/4	Cherry No. 3 Common & Better	10 M
8/4	Gray Elm 1s & 2s	100 M
8/4	Gray Elm No. 1 & 2 Common	30 M
12/4	Gray Elm 1s & 2s	60 M
6/4	Hard Maple Step 1s & 2s	30 M
8/4	Rock Elm No. 3 Common	8 M

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. April 10th, 1912

4/4	Birch 1s & 2s Red	3 M
4/4	to 8/4 Cherry No. 2 Common & Better	10 M
8/4	Gray Elm 1s & 2s	36 M
12/4	Gray Elm 1s & 2s	54 M
1x10	to 14 Hard Maple 1s & 2s	3½ M
1x15	& up Hard Maple 1s & 2s	15 M
1x10	& up Hard Maple 1s & 2s	12 M
5/4	Hard Maple Step 1s & 2s	8 M
6/4	Hard Maple Step, 1s & 2s	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

500,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

BAY CITY, MICH.

All of the above stock is band sawn and trimmed



FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

For Immediate Shipment

RED GUM
3 cars 1" 1s & 2s Red Gum, 10 to 16'
1 car 1" 1s & 2s Red Gum, 10 & 12'
5 cars 1" No. 1 Com. Red Gum, 10 & 16'
1 car 2" 1s & 2s Red Gum, 12 mos. dry
5 cars 2" No. 1 Com. Red Gum

SAP GUM
50 M. ft. 1" 1s & 2s Sap Gum
80 M. ft. 1" No. 1 Com. Sap Gum
30 M. ft. 1" No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD
2 cars 13 to 17" Cottonwood Box Boards
90 M. ft. 1" 1s & 2s Cottonwood, 6 to 12"
1 car 1" 1s & 2s Cottonwood, 13 to 17"
185 M. ft. 1" No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY CO., 343 South Dearborn Street, CHICAGO

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

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THE GREATEST HARDWOOD MARKET IN THE WORLD

Veneer Manufacturers Co.

S. E. Cor. May and Fulton St. CHICAGO

VENEERS

FIGURED AND PLAIN WOODS

Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

Huddleston-Marsh Lumber Company

(Successors in Chicago to OTIS MANUFACTURING CO.)

FOREIGN AND DOMESTIC FANCY WOODS

Tabasco, Cuban and East-Indian MAHOGANY Lumber and Veneers

DOMESTIC VENEERS and Glued-Up Panel Stock

2256-2266 Lumber Street - - CHICAGO, ILL.

12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

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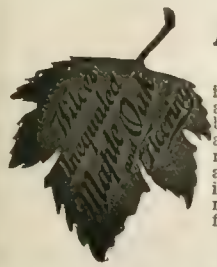
J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST. CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

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Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

KNOXVILLE - TENNESSEE

103,000 ft. 4/4 1s & 2s Quartered White Oak.
200,000 ft. 4/4 No. 1 Com. Quartered White Oak.
55,000 ft. 4/4 1s & 2s Plain White Oak.
60,000 ft. 4/4 1s & 2s Plain Red Oak.
668,000 ft. 4/4 No. 1 Com. Plain Red and White Oak.

All the above is Band Sawn, nicely manufactured, good quality oak and thoroughly air dried. Has been on sticks from 12 to 18 months.

10,000 ft. 4/4 1s & 2s Poplar.
60,000 ft. 4/4 Saps & Selects Poplar
15,000 ft. 4/4 Clear Heart.
250,000 ft. 4/4 No. 1 Com.
35,000 ft. 6/4 No. 1 Com.
15,000 ft. 5/8 1s & 2s.
10,000 ft. 5/8 Saps.
15,000 ft. 5/8 No. 1 Com.
10,000 ft. 8/4 No. 1 Com.
54,000 ft. 4/4, 6/4, 8/4 Common & Better Ash.
145,000 ft. 4/4 Log Run White Pine.
135,000 ft. 4/4 Common & Better Chestnut, kiln dried.

WILL SHIP IN MIXED CARS, EITHER ROUGH OR DRESSED

H. S. MIZNER, Pres.
C. C. CANNON, Vice-Pres.
J. M. LOGAN, Gen'l Manager
C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

OUR AIM IS QUALITY, NOT QUANTITY

Ewing & Gilliland

MANUFACTURERS OF HARDWOOD

One car 5/8 Common Poplar.
One car 2½" Common & Better Poplar.
One car 3" Common & Better Poplar.
One car 4" Common & Better Poplar.
One car 5/4 Common & Better Chestnut.
One car 6/4 Common & Better Chestnut.
One car 5/4 Good Quartered Red Oak.
One car 5/4 Common Quartered Red Oak.

WHAT WE MAKE, WE MAKE RIGHT

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

QUARTERED WHITE OAK

We have a large and well assorted stock of **bone dry** Quartered White Oak, 1 inch to 2 inches thick, all grades.

We Also Have

A yard full of choice Plain Red and White Oak, Chestnut, Poplar, Ash, Hickory and other Southern Hardwoods. Our Own Manufacture. Ask for complete stock and price list.

LOVE, BOYD & CO.

Nashville, Tenn.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR,
PLANING MILL PRODUCTS AND OAK FLOORING

ST. ALBANS, W. VA.

FOR SALE

10 Cars 13-16x2¼ in. Clear White Oak Flooring, all that could be desired in quality and workmanship

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK,
CHESTNUT AND BASSWOOD
LUMBER.
BILL OAK, HEMLOCK, CHAIR
AND
DIMENSION STOCK.

CHARLESTON, W. VA.

3 cars 4-4 1st and 2nds Chestnut, band sawn West Virginia stock running about 60% 14 and 16 ft. long, dry and ready for prompt shipment. Write for quotations.

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

1 car 5/4 Poplar Box Boards, 13 to 17″ wide
1 car 4/4 Poplar Box Boards, 9 to 17″ wide
1 car 4/4 1st & 2nd Basswood
2 cars 4/4 No. 1 Com. & better Basswood
2 cars 4/4 No. 2 Com. Qrtd. White Oak

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

YOU GET WHAT YOU BUY

TIMBER PRODUCTS

C. L. Brown

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

Peytona Lumber Company

Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).

4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).

2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).

1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths

28,000 ft. 4/4 Nos. 1 and 2 Plain White Oak, 15″ and up wide.

20,000 ft. 4/4 No. 1 Common Plain White Oak, 15″ and up wide.

36,000 ft. 4/4 Nos. 1 and 2 Plain Red Oak, 15″ and up wide.

66,800 ft. 4/4 No. 1 and Panel Poplar, 24″ and up wide.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only **high quality** stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand May 1, 1912

50,000 4/4 No. 1 Common Plain Red Oak.
10,000 6/4 No. 1 Common Plain Red Oak.
60,000 3/8 FAS Red Gum.
70,000 1/2 FAS Red Gum.
63,000 3/4 FAS Red Gum.
75,000 4/4 FAS Red Gum.
65,000 5/8 No. 1 Common Red Gum.
60,000 4/4 No. 1 Common Red Gum.
60,000 5/4 No 1 Common Red Gum.
40,000 4/4 FAS highly figured Red Gum.
6,000 5/4 FAS highly figured Red Gum.
12,000 4/4 No. 1 Common highly figured Red Gum.
2,000 5/4 No. 1 Common highly figured Red Gum.
100,000 4/4 13" to 17" Sap Gum Box Boards.
13,000 3/8 FAS Sap Gum.
10,000 1/2 FAS Sap Gum.
3,000 5/8 FAS Sap Gum.
100,000 4/4 No. 2 Common Quartered White Oak.
40,000 4/4 No. 1 Common Quartered White Oak Strips.
30,000 5/8 FAS Plain White Oak.
8,000 8/4 FAS Plain White Oak.
3,000 10/4 FAS Plain White Oak.
12,000 4/4 No. 1 Common Plain White Oak.
6,000 10/4 No. 1 Common Plain White Oak.
3,000 12/4 No. 1 Common Plain White Oak.
3,000 16/4 No. 1 Common Plain White Oak.
37,000 5/8 FAS Plain Red Oak.
30,000 4/4 FAS Plain Red Oak.
10,000 5/8 No. 1 Common Plain Red Oak.
20,000 3/4 No. 1 Common Plain Red Oak.
60,000 4/4 FAS Sap Gum, 18" & up.
15,000 5/4 FAS Sap Gum.
20,000 1/2 No. 1 Common Sap Gum.
13,000 3/4 No. 1 Common Sap Gum.
30,000 4/4 No. 1 Common Sap Gum.
25,000 3/4 No. 2 Common Sap Gum.
3,000 6/4 No. 1 Common Ash.
3,000 8/4 No. 1 Common Ash.
4,000 8/4 Common and Better Ash.
75,000 8/4 Log Run Cypress.
30,000 8/4 Log Run Elm.
50,000′ 1/2 FAS Quartered White Oak.
36,000 3/4 FAS Quartered White Oak.
75,000 4/4 FAS Quartered White Oak.
5,000 6/4 FAS Quartered White Oak.
16,000 3/4 No. 1 Common Quartered White Oak.
75,000 4/4 No. 1 Common Quartered White Oak.
5,000 5/4 No. 1 Common Quartered White Oak.

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

Mr. Furniture Manufacturer:—

TWO WEEKS AGO WE CALLED ATTENTION TO OUR STOCK OF END CURED, WHITE, ROCK HARD MAPLE. IT IS TO YOUR ADVANTAGE TO BUY NOW. THE SUPPLY OF WINTER SAWN STOCK IS LIMITED. WE HAVE THE NICE WHITE LOWER PENINSULA, MICHIGAN, VARIETY, VIRGIN STOCK.

Note the assortment:

60,000′ 1″ 1sts & 2nds End Cured White Maple
140,000′ 1¼″ 1sts & 2nds End Cured White Maple
50,000′ 1½″ 1sts & 2nds End Cured White Maple
45,000′ 2″ 1sts & 2nds End Cured White Maple

SPECIAL LOW PRICE ON A FEW CARS 1¼″ FOR PROMPT SHIPMENT

THE STEARNS SALT & LUMBER COMPANY
Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

MEMPHIS
THE HUB OF THE HARDWOOD WORLD

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

OUR FIGURE TALKS

QUARTERED WHITE OAK

We Offer For Quick Shipment

QUARTERED WHITE OAK.
2 cars 4/4" 1s and 2s.
5 cars 4/4" No. 1 Common.
2 cars 4/4" No. 2 Common.
2 cars 4/4" Clear Strips, 2½" to 4".
5 cars 4/4" Common Strips.
1 car 5/4" 1s and 2s.
1 car 5/4" No. 1 Common.
1 car 6/4" 1s and 2s.
1 car 6/4" No. 1 Common.

PLAIN RED OAK.
1 car 5/8" No. 1 Common.
2 cars 3/2" No. 1 Common.
½ car 5/8" No. 2 Common.
1 car 3/4" No. 2 Common.
1 car 4/4" No. 2 Common.
1 car 4/4" Sound Wormy.

GUM.
1 car 4/4" No. 1 Common Red.
1 car 4/4" No. 2 and 3 Common.

Memphis Saw Mill Co.

Memphis Tennessee

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH,
And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.
Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

WHITE OR RED

OAK

Plain or Quartered

BEST IN TEXTURE, FIGURE, MANUFACTURE AND GRADE

WOOD-MOSAIC CO., NEW ALBANY, IND.

The Flood Had Nothing to Do With Louisville

To Buyers and Users of HARDWOODS

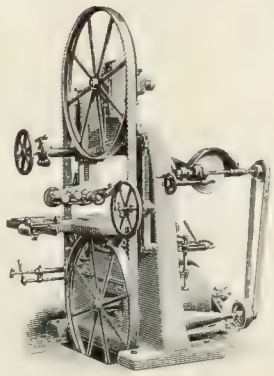
If your usual source of supply has been affected by high water, and you have been having trouble getting prompt shipments, this is a good time to try out the facilities of Louisville.

Our dealers have complete stocks of dry lumber, ready to ship, and can supply you at once with anything in our line, from a straight car of plain or quarter-sawed oak to a mixed car containing oak, ash, poplar, or any other hardwood or veneer items you may be in need of.

Those who are familiar with Louisville dealers do not need urging to buy here; those who are not well acquainted should take advantage of the present shortage at many points and have their needs supplied in Louisville.

THE LOUISVILLE HARDWOOD CLUB

Booker-Cecil Co.
W. P. Brown & Sons Lumber Co.
Edward L. Davis Lumber Co.
Louisville Point Lumber Co.
Norman Lumber & Box Co.
C. C. Mengel & Bro. Co.
Ohio River Saw Mill Co.
The Louisville Veneer Mills.



No. 4 Band Rip Saw

MORE WORK WITH LESS MACHINES

DEFIANCE

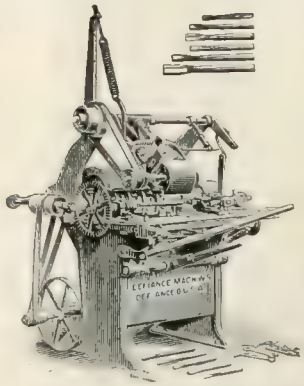
WOOD-WORKING MACHINES

Perform twice the amount of work in one day than the same number of inferior tools can ever hope to perform in a week's time.

Then, too, there isn't the expense connected in the production of your output that is always found in the use of cheap machines.

All this counts when the trial balance is taken off and your dividends declared.

DEFIANCE machines are built right, sold right and produce the right kind of goods.



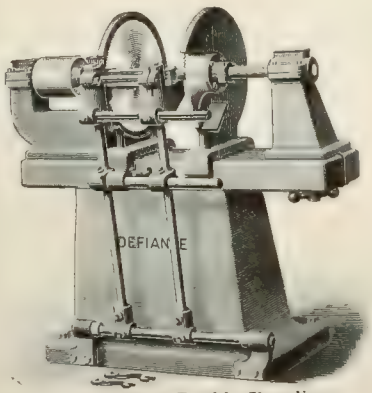
Hammer and Hatchet Handle Lathe

Let us send you full particulars and prices

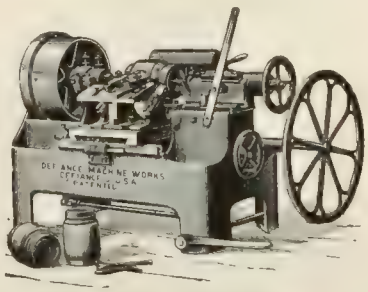
THE DEFIANCE MACHINE WORKS

414 Perry Street Defiance, Ohio

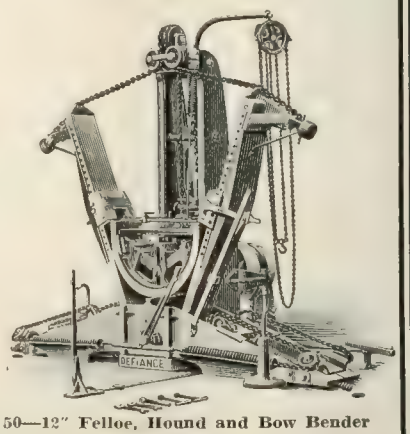
"The Quality Producers"



No. 6 Double Equalizer



No. 1 Hub Lathe



No. 50—12" Felloe, Hound and Bow Bender



THE BEST HARDWOOD FLOORING

BAY CITY

HANSON-WARD VENEER CO.

MICH

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

THE MALEY, THOMPSON & MOFFETT CO.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks **Best Selections**
CINCINNATI, OHIO

Circassian WALNUT VENEERS

LAGUNA
Mahogany
LUMBER

The Frieberg Lumber Co.
STATION S. **CINCINNATI, OHIO**

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:
153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

W. E. HEYSER LUMBER CO.
GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.
Manufacturers and Wholesalers of Quartered and Plain
Red and White Oak, Ash, Poplar, Chestnut, Gum
and all Southern Hardwoods
SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS
SEND US YOUR INQUIRIES

CINCINNATI

THE GATEWAY OF THE SOUTH

WANTED

Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4" 10" & up 1s & 2s Ash.
1 car 8/4" 1s & 2s Ash.
1 car 5/8" 1s & 2s Qtd. W. Oak.
1 car 5/8" 3½" to 5½" Clear Strips Qtd. W. Oak.
1 car 3/4" 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4" No. 1 Common Qtd. W. Oak.
½ car 4/4" 12" & up 1s & 2s Plain Red Oak
½ car 4/4" 12" & up 1s & 2s Plain White Oak.

The John Dulweber Company ***Cincinnati, Ohio***

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET — CINCINNATI

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

Edward C. Bradley Lumber Co.

702 Gerke Building, Cincinnati, Ohio

1 car 4/4 1s and 2s Cherry.
1 car 1" Log Run Cherry.
1 car 1" No. 3 Cherry.
1 car 4" Common & Better Ash.
3 cars 4/4 No. 2 Common Maple.
30,000 ft. 4/4 No. 2 Common Poplar.
15,000 ft. 4/4 Clear Sap Poplar.
13,500 ft. 4/4 No. 1 Panel Poplar, 18" to 24" wide.
14,000 ft. 4/4 No. 1 Panel Poplar, 24" & up, 30", 34" and up, 50 to 60", 14' & 16' long.
75 pcs. 1" No. 1 Panel Poplar, 39" to 48" wide, 16' long.
72 pcs. 1" No. 1 Panel Poplar, 24" to 39", 16' long.

All of the above is band sawed, good widths and lengths, and we can make prompt shipment

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write

THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash. 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

THE EAST

BOSTON NEW YORK PHILADELPHIA

FOR SALE

CHESTNUT

4/4 1s & 2s	61035′
4/4 No. 1 Com	83705′
4/4 Shop	41113′
4/4 S. W. No. 2 Com	443815′
4/4 Qtd. C. & B	8960′
4/4 No. 3 Com	62924′
5/4 S. W. & No. 2 Com	24662′
6/4 S. W. & No. 2 Com	16200′

MISCELLANEOUS

4/4 Basswood, L. R.	48800′
4/4 Buckeye	22838′
4/4 Ash, L. R.	13760′
4/4 Birch	9920′
4/4 Maple, L. R. Hard	80000′
6/4 Hickory, L. R.	19843′
4/4 Locust, L. R.	2500′
4/4 Maple, L. R. Soft	36000′
8/4 Maple, L. R. Soft	36000′
6/4 Maple, L. R. Hard	16000′
10/4 Maple, L. R. Hard	32000′
8/4 Maple, No. 1 C. & B., Qtd.	65000′
4/4 Action Maple	80000′
6/4 Birch, L. R.	32000′
4/4 Birch, Good 2 Com.	32000′
4/4 1s & 2s Birch	50000′
8/4 1s & 2s Birch	16000′
5/4 L. R. Basswood, MCO	32000′

Sole Sales Agents for HADDOCK-FRANCE LUMBER CO., Mount Sterling, N. C.

MONARCH LUMBER CO., 15th and Market Street PHILADELPHIA, PA.

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT **MAHOGANY VENEERS** EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

W. R. TAYLOR LUMBER COMPANY
1023 LAND TITLE BUILDING, PHILADELPHIA
WHITE PINE FOR PRESENT OR FUTURE DELIVERY
150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar— mostly A.
Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK
NICE FLAKY STUFF

CHAS. K. PARRY & CO.
Hardwood Lumber
LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

We Know How to fill your orders for all kinds of HARDWOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORING.
Give us a trial.

THOMAS E. COALE LUMBER COMPANY
FRANKLIN BANK BUILDING, PHILADELPHIA, PA.

SUMMIT LUMBER CO. 1123 Real Estate Trust Bldg PHILADELPHIA, PA.

HARDWOODS——SOFTWOODS

We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

¶ Immediate Shipment

5 cars 4/4 No. 1 Common Yellow Poplar
4 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths

J. S. KENT CO., PHILADELPHIA

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

THE EAST

LEADING MANUFACTURERS AND JOBBERS

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12 4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers

PITTSBURGH, PA.

HARDWOOD

White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

We have NICE STOCK IN ALL GRADES OF BIRCH AND MAPLE. CAN MAKE PROMPT SHIPMENT.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

HADENTINE LUMBER COMPANY

Wholesale Hardwoods and No. Carolina Pine 6th & Penn Sts. **Camden, N. J.**

We will not mix grades

We appreciate **inquiries** from responsible buyers and request price and stock lists from **reliable shippers**

Hamilton H. Salmon & Co.

82-88 Wall Street,

NEW YORK CITY

PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

LITTLE RIVER LUMBER COMPANY

TOWNSEND, BLOUNT COUNTY, TENN.

Do you desire Hardwoods in special thickness or width? We make it.

We are cutting some of finest **MOUNTAIN OAK** you ever saw, clean, smooth, and free from most of the defects that are common in oak. Do you want us to cut some to your order? We would be pleased to do so; thick, wide, clear.

How about some **SMOKY MOUNTAIN WHITE ASH**, which will please the most fastidious? This Ash grows to a remarkable size, and retains the strength and resiliency of second growth stock. This we carry in stock 2" and thicker, but are glad to cut special orders.

Our soft **YELLOW POPLAR** is so well known that it needs no introduction. We wish to say that we aim to cut and carry in stock, at all times, High Grades, in the thicknesses and widths that others find hard to make. Of course we have some of the regular sizes, but are always cutting specialties.

We will have more to say in another issue regarding other kinds of lumber that we cut, and other specialties.

IF YOU are having trouble getting prompt shipments—try us. Our yards at Cairo and Brookport, Illinois, were not affected by the flood. Wire orders—loaded following day. Anything in Poplar from 4/4 to 12/4, Plain or Quartered Red and White Oak, 4/4 to 8/4.

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FAUST BROTHERS LUMBER COMPANY

Sales Office
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CHICAGO, ILLINOIS

Main Office
PADUCAH, KENTUCKY

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES

TAYLOR & CRATE
Buffalo, N. Y.

FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

HERE ARE A FEW ITEMS WE WISH TO MOVE

25,000 ft. 1½" 1s and 2s Ash, 6" and up wide
12,000 ft. 1" 1s and 2s Ash, 6" to 10" wide, 8' and 10' long
20,000 ft. 1" 1s and 2s Ash, 10" to 14" wide, 30% 8' and 10'
12,000 ft. 5/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
25,000 ft. 6/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
5,000 ft. 16/4 1s and 2s Ash, 6" and up wide, 40% 14' and 16'
50,000 ft. 3/8 1s and 2s Qtd. White Oak, 6" and up, average 7½"
25,000 ft. 3/8 1s & 2s Qtd. White Oak, 10" and up.
100,000 ft. 1/2 No. 1 Common Qtd. White Oak.

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OAK FLOORING

Kiln-Dried Polished

HARDWOOD LUMBER — CARRIER LUMBER & MFG. CO. SARDIS MISS. — OAK FLOORING, BOX SHOOKS, BENT WOODWORK, ROTARY CUT VENEER

Hollow Backed and Bundled

ANNOUNCEMENT

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Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

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THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Editorial Comment

General Market Conditions

Although wholesale hardwood jobbers and consumers have been warned for months of the impending shortage in nearly every variety of hardwood lumber, a good many seem to have believed that stock would come into being as required from some unknown and remote source. Of course in this particular they have been disappointed, and with the serious flood conditions affecting not only the operations in the mountain country, but over a large range of territory supplying hardwoods throughout the Mississippi valley, which has suspended all shipping, buyers are up against the most serious situation they have encountered in the history of hardwood production. Today there is a scramble from every source to secure sufficient lumber to carry on manufacturing and building operations, with the result that prices on many items have sharply advanced, and in spite of the willingness of buyers to pay the advance, it has been almost impossible to secure supplies.

From the buyer's viewpoint the only consolation is that there is not a remarkably strenuous demand on the part of a great many factory consumers. The furniture trade is notoriously slow and in the dumps. The stock of hardwood flooring in first hands in both oak and maple is still sufficient to take care of building wants for some months to come, although there has been a decrease in oak and maple flooring of perhaps fifty per cent from high tide of accumulation of this material.

Plain oak is one item of which there seems to be an absolute paucity in the market, and what little there is in first hands is meeting a ready sale at from two to even as high as five dollars, above the prices that obtained thirty days ago, which value is being reflected to a material extent in quarter-sawed oak, and in some instances manufacturers are receiving a five-dollar advance on quotations made earlier in the year.

Poplar manufacturers report they are feeling an impulse in sales incident to the shortage of stocks in other woods, and that good grades of poplar, which have been dragging considerably for a long time, are now in reasonably active demand.

The ash market has shown an improvement of from three to five dollars a thousand within the last sixty days. However, it must be recalled that ash struck a very low range of values during the last year, and its renaissance to an approximation of relative values as compared with other woods, is not at all remarkable.

The mahogany market is remarkably strong, and sellers are getting a good ten dollars a thousand over prices that obtained a few months ago, with every prospect that they will secure a considerable added price very shortly.

In nearly all northern woods there is a severe shortage. Only one item appears to be in fairly good supply, and that is the grade put up especially for the flooring trade, and this is by no means an unusually large stock and can certainly be absorbed very soon.

The only serious danger in the present situation is that many items of hardwood may advance to a price that will induce increased wood substitution, but it is believed that sellers generally recognize the danger of this situation, and will be satisfied with a reasonable advance, and not attempt to secure prices that will be prohibitory.

It goes without saying that it is believed that the demand will materially increase with the advancing season, and there is such a small quantity of hardwood that will be ready for use for months to come as to insure a strong demand at good values for the entire remainder of the year.

A Commendable Legislation

The marked agitation in the last few years, looking toward the establishment of workmen's compensation laws, has made apparent the fact that it is extremely difficult to enact legislation which will provide uniform laws to cover conditions in various parts of the country. In fact, it has been practically impossible to meet the diverse conditions existing in the various states by any general act, and as a consequence the states themselves have been actively at work outlining and putting into effect workmen's compensation laws to govern the needs of industrial workers in their various industries.

Probably one of the most successful and complete of these acts went into effect in the state of Washington on October 1, 1911. This law was drafted, after considerable agitation on the part of the lumber interests of that state, by a committee composed of a repre-

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sentation of professional men and an equal number of employers and employes. This commission conferred together for a considerable period and worked as a unit without any apparent desire on the part of any faction to drive a hard bargain with the others. As a result the law, as outlined in the report at the convention of the National Lumber Manufacturers' Association at Cincinnati, meets every phase of the question squarely and successfully, and provides for adequate insurance in event of accident without working any injustice to the employer.

The operation of the act so far has been highly successful and in every case the beneficiaries have received their benefits in full at a minimum cost. It is provided in the act that employers must reimburse the insurance fund which is created by assessing the various industries, by half the benefits paid, when accidents are due to non-compliance with existing laws providing for safety appliances. It is the aim of the act to raise only sufficient funds to make the insurance fund itself neither more nor less than self-supporting. This means that basing it on percentage of payroll, which is the manner of assessment, the cost will represent but one per cent of that amount. A provision is made in the act for assessments only when they are needed as the fund decreases, hence there is an additional incentive to employers to do all in their power to prevent accidents.

The act is more completely outlined in the report of the convention contained in this issue of HARDWOOD RECORD, and might well serve as a model on which to formulate similar acts in other states.

Abolition of Commerce Court

The decisive vote in the House of Representatives on May 9 of one hundred and twenty to forty-nine amounts practically to the abolition of the Commerce court, and is not an unexpected phase of Washington legislation. It is believed that the Senate will concur in the vote of the House. While the Court of Commerce is a pet measure of President Taft, there seems to be such a general feeling the country over that this court has played into the hands of the railroads to such an extent as to make its continuation undesirable, hence there is a well-defined desire on the part of the general business public that it be abolished.

Undeniably the President will feel that this action tends to upset his pet contention against the recall of the judiciary, but at the same time it is not believed that he has strength enough, even if he should veto the enactment, to succeed in continuing this reactionary court, whose unpopularity has steadily increased.

The Cincinnati Meeting

In this issue HARDWOOD RECORD has a pretty thorough abstract of everything that happened of importance at the tenth annual convention of the National Lumber Manufacturers' Association. The more important documents are carried in full or practically so, and a thorough perusal and analysis of the work of the association is worthy the attention of everyone interested in the lumber business. Especial attention is called to the analysis made concerning workmen's compensation legislation, the trust question, adverse conditions affecting the lumber industry, the cypress situation, the fire hazard attack on lumber, lumber prices, the attitude of the Hardwood Manufacturers' Association of the United States as voiced by President DeLaney, and to other papers and discussions of almost equal importance that had a hearing at this time.

The confidence of the allied associations in the corps of officers of the association was fully emphasized in the reëlection of nearly the entire board of officers and board of governors.

It is thoroughly believable that the National Lumber Manufacturers' Association is fulfilling an important function in connection with the lumber industry.

Conditions Affecting the Lumber Industry

No one who attended the annual meeting of the National Lumber Manufacturers' Association at Cincinnati this week could fail to realize that the adverse condition affecting the lumber industry was the one subject that was first in the minds of every prominent delegate in attendance. There seems to be a combination of distressing conditions surrounding the industry at the present time, which, unless remedied, means chaos to a large share of the industry. A good many decisions of the Interstate Commerce Commission for years have been inimical to the interests of the lumber trade, and the more recent rulings of the Commerce Court have in nearly all cases been against lumbermen. The long-dragged-out alleged investigation of the Department of Justice contending that a "lumber trust" exists, has been a serious handicap to the trade, and while there is no question that the outcome of this investigation will clear the industry of even a suspicion of trust methods, it is having its serious effect, notably by inspiring the yellow newspaper and magazine press to constantly repeated attacks on the integrity of the trade.

Timber values are showing a constant accretion. Food supplies for both workmen and live stock have reached almost a panic value stage, with the result that the cost of production has advanced to such an extent that the majority of lumber manufacturers are scarcely able to produce a new dollar for an old one, and in many instances very substantial losses are being sustained in lumber production. This is especially true on the Pacific coast. Cypress manufacturers are making little money, and a good many northern producers have not succeeded in developing any profit out of their business.

Hardwoods are perhaps in better shape from a profit viewpoint than any of the building woods, but still the profit in this line of production is so inconsequential that the business is being carried on with little factor of safety between cost and prices possible to be realized.

While the volume of trade is generally improving and prices of hardwoods are materially advancing, this situation is not reflected in a marked degree in the building wood industry. It is hoped that

Men of the Meaner Sort

Men of the meaner sort men of the section gang
Men of the pick-stroke—men of the hammer clang—
Men of construction camps, forcing the track
Always ahead, with not a look back
Into the wilderness put through the right of way
On which you are gliding so smoothly to-day.
Men of the meaner sort?—maybe—but then
The work that they do is the work of men.

Men of the meaner sort—men of the safety lamp,
Facing the cave-in, daring the fire damp
Gnomes of the coal mine—down in the dark,
Toiling like Vulcans, sweating and stark,
Digging out coal that your house may be warm,
Though deep the snow and chill winds storm.
Men of the meaner sort?—maybe—but then
The work that they do is the work of men.

Men of the meaner sort—men of the forest tracks—
Men of the lumber camp—men of the ax—
Men of the logging trail—men of the clearing—
High of heart, strong of hand, pioneering.
Now where the wolf howled rings out the ax stroke;
Now where the Indian skulked farm chimneys smoke.
Men of the meaner sort?—maybe—but then
The work that they do is the work of men.

Wex Jones

as the season advances, better prices may be obtained for Pacific coast woods, northern soft woods, yellow pine and cypress, and unless this condition does obtain, it spells pretty hard times for the general run of lumbermen.

Lumber Sales Methods

It is distinctly notable in recent meetings of lumber associations, perhaps inspired to a considerable extent by the work of the Lumber Sales Managers' Association, that much added interest is being manifested in the method of sales as applied to lumber. With the decreasing profits in lumber production and the exhaustion of ability to further retrench in cost of logging and manufacture, there is being made a distinct effort to decrease the cost of sales. Lumber manufacturers seem to be divided into two camps, one element believing the jobber, and especially the lumber scalper, should be eliminated from the business, and that sales should be made direct to the wholesale consumer to insure the greatest economy in the business. The other camp alleges that the merchant, and notably the legitimate merchant, is such an important factor in the sale and distribution of lumber that his extinction would be a serious calamity to the industry. They believe the manufacturer can afford to assist legitimate jobbers in a continuation of their business, and that furthermore they can afford to pay them a reasonably generous sum for their work in connection with the distribution of their product.

In this connection HARDWOOD RECORD is in receipt of a letter from a well-known jobber complimenting it on the publication of an article in its issue of April 25 entitled "A Preachment on Sales Methods." He says "this man writes like one who has had many years' experience in the lumber business, and he hits the nail on the head." He further says that "heretofore a good many millmen have been under the impression that they were gtting about one hundred and ten per cent of par value if they could get direct to the consumer, rather than putting their stock through the hands of the jobbers"; and further says "they fail to count the cost, time and money of placing stock, and seem to think that if they go behind a jobber, they have accomplished more than could be done any other way."

To the mind of this writer the position of the wholesaler is unassailable, and he believes the intelligent manufacturers of lumber are surely and certainly waking up and finding out that their efforts are best expended in the manufacturing end of the business and by letting those who are entirely competent to market the product do so and pay them a reasonable profit for the work.

Forestry in Indiana

That the cause of forestry is making more rapid progress and in a more practical way than is popularly conceived is evident from the large amount of printed matter on this subject emanating from various sources all over the country. The greatest drawback to the movement has always been that those apparently most interested have been highly impractical in their demands and suggestions, and that the work has not attracted the attention of those more naturally interested in the perpetuation of the timber supply and in a position to render assistance that would really count for a definite advancement along these lines. In some sections, however, the active interest of the lumbermen has been enlisted with the result that real forestry has made considerable progress. A notable example of this condition is in the state of Indiana. The State Board of Forestry of Indiana numbers among its members some of the prominent hardwood manufacturers of that state. It is headed by Samuel Burkholder of the S. Burkholder Lumber Company of Crawfordsville, who has always taken an active part in the work, and it is probably due to his efforts in this direction as much as anything else that forestry in Indiana has progressed so far and on such a practical basis as it has.

The board has just issued a new bulletin for 1911 which takes up specifically the various timber trees of the state and contains a large amount of practical and botanical information relative to each of the species. The work has every indication of the practical mind behind it, and is very much out of the ordinary in this respect.

Forestry in Indiana has been on a practical basis for the last ten years. A great deal of educational work has been accomplished through various means, but most notably through the experimental station, comprising 2,000 acres, which was purchased to demonstrate tree culture. A great many problems have already been worked out at this station, where it is conceded today that the best demonstrations of growing hardwoods in the United States is made.

The purpose of the book is to give land-owners authentic information as to the real values of different tree species growing on their property in order that they may eradicate the undesirable species and work for the preservation and extension of species desirable for wood consuming industries. Work of this kind comprehensively taken up by other states would accomplish a vast amount of good along the lines of conservation.

Exports and Imports for March

A total value of imports of all woods and manufactures of woods for March, 1912, into this country was $2,887,000. In the cabinet woods the value of imported cedar during the month was $65,000 and of mahogany $186,450, cedar falling off by half, and mahogany doubling during the year. The import of round timbers and logs aggregated $29,680, which is more than double the import for March, 1911. The total value of imported pulp-wood was $238,700 and of boards, planks and deals, and other sawed lumber $627,000. Wood pulp to the value of $961,250 was brought into this country during March, 1912.

The total export value of all woods and manufactures of woods for March, 1912, was $7,715,800. Logs and round timbers, including hickory, oak, walnut, valued at $311,000 were exported from the United States during the month. Timbers hewn and sawed valued at $894,800 were shipped during that period. There was an export of boards, planks and deals and other sawed lumber during the month aggregating $3,920,000.

A Neglected Opportunity

About two years ago the United States Forest Service established in connection with the University of Wisconsin at Madison, Wis., one of the most completely equipped timber testing laboratories in existence. The plant contains testing appliances to try out the various properties of any kind of wood under every conceivable condition and circumstance, and is also equipped with a complete modern paper mill in miniature, and a department for establishing the impregnating qualities of all kinds of preservatives in various woods. The opening of the laboratory was attended by a large representation of lumbermen from various parts of the country. Considerable enthusiasm was displayed at that time on the part of the lumber fraternity as to its possible benefits to the industry, but the director states that within the last year not one lumberman has visited the insitution, while manufacturers of paper have a standing committee to visit it regularly.

It was hoped by those instrumental in establishing the laboratory, to provide a means for testing out the various wood species with a view to their introduction in place of other species, the supply of which had decreased to such an extent as to be inadequate to meet the demand. It was also hoped to discover new uses for different woods, and in short to work out any problems submitted to the laboratory by the lumber trade, with a view of maintaining a balance between supply and demand of forest products, as conditions changed.

With the introduction of many substitutes for the products of the forest, it certainly will be imperative upon lumbermen to establish new outlets for their lumber, and it is certainly a logical supposition that scientific investigation will be of more assistance to them in locating new markets than a mere haphazard search on their part. It surely seems that the laboratory could be well utilized by the lumbermen in many particulars. That they are up against a great many problems which might be solved at Madison is evident from the numerous correspondence received at the office of HARDWOOD RECORD and other trade journals soliciting information on these subjects.

Pert, Pertinent and Impertinent

In the Dull Gray Dawn of the Morning After

By Jack Laskey.

Bring me in a dry Martini, waiter,
Chase in something that's wet;
I was out to the clam bake yesterday,
And I haven't got over it yet.

Throw me a pleasant look, waiter,
Smile at me, pray don't frown—
And put some glue on my breakfast,
So I can keep it down.

I hear they've discovered the pole, waiter,
I wish I had it here now;
They can't come any too cold for me
To put on my aching brow.

Many a schooner was wrecked last night, waiter,
And the waves ran mountain high;
Personally, I was soused to the gills,
But today I'm awfully dry.

It was a terrible night at sea, waiter,
And many are missing, I think,
But as near as I can remember,
I never missed a drink.

Lead me down to the dock, waiter,
For a watery grave I pine;
The place for a man that's pickled
Is over his head in brine.

Tell them at Illiopolis, waiter,
I died as a hero should;
Up to the neck in the cold, cold suds,
Guaranteed drawn from the wood.

I'd like to leave you a gift, waiter,
Just something to remember me by;
And to show you that I am not tight,
You can have my piece of pie.

And after I sink in the deep, waiter,
You'll do me one favor, I hope;
Tell them if I blow up bubbles,
It wasn't from eating soap.

Real Hard Luck

"Speaking of hard luck," remarked Senator Klutch, "I had some hard luck once during my early days."

"Elucidate," said Senator Graball.

"I had just invested my last five dollars in a meal ticket."

"Yes, yes."

"As I started down the street a gust of wind tore the ticket from my hand. A lumberjack was passing, wearing heavy, spiked boots."

"Yes, go on."

"And he stepped on my ticket and punched out $4.85."—*Kansas City Journal.*

That Tired Feeling

"You're a nice fellow. Won't come boating nor do anything else. Don't you get tired doing nothing?"

"Yes, old man; I'm having a rest now."—*Sketch.*

A Life Saver

Knicker—Why does Jones keep a parrot?

Bocker—It is trained to yell cuckoo ten times whenever he comes home.—*New York Sun.*

Cynical Definition

"What is your idea of patriotism?"

"Patriotism," replied Senator Sorghum, "is what inspires a man to point out many needs for reform in his country, but causes him to resent an indorsement of his views by a foreigner."—*Washington Star.*

Not What He Expected

Physician—I do not think any local treatment will do you good, madam.

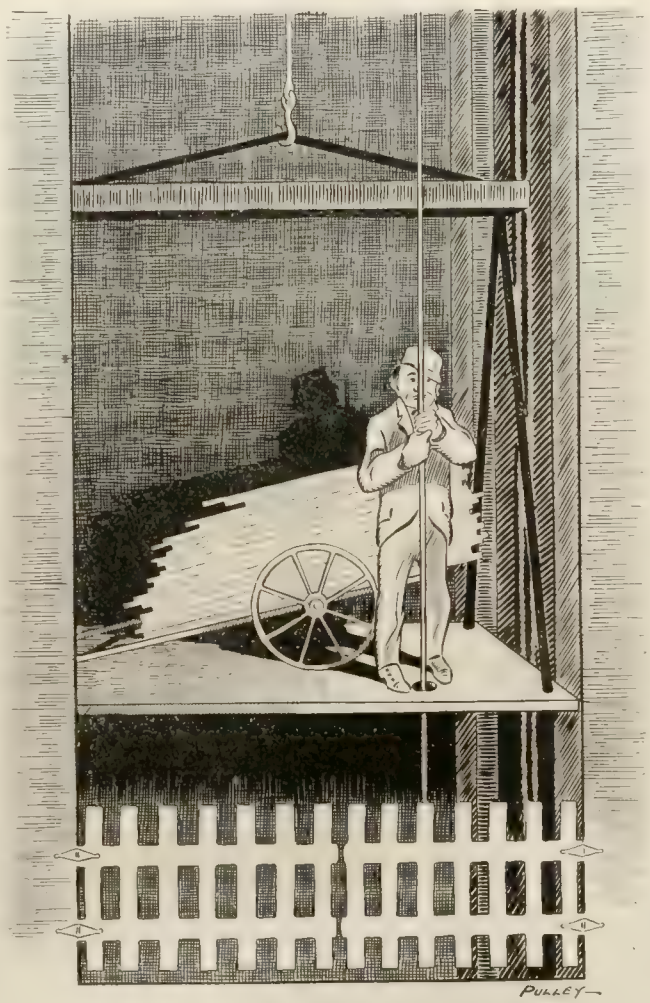
Patient—All right. I'll go to a specialist in New York.—*Baltimore American.*

Tipping

Church—I see the ancient custom of putting a coin in the hand of the dead is still occasionally followed in the rural districts of France.

Gotham—Gee! Don't the tipping business even stop after death?—*Yonkers Statesman.*

HARDWOODS



Going Up

An Explanation

Two little six-year-olds stood on Sixteenth street watching a rambunctious horse snort its disapproval at an approaching motor car. "What makes a horse act naughty when he sees an auto?" asked one of the kids and the other little wisehead replied: "It is this way: Horses is used to seein' other horses pull wagons, and they don't know what to think of 'em goin' along without a horse. Guess if you saw a pair of pants walkin' down the street without a man in 'em you'd be scared, too."

His Mind on Business

Her Father—I don't know about letting you have my daughter, Mr. Sellers. Will you take care of her in good style?"

Her Suitor (in the retail line)—"I'll guarantee it, sir, or—or return the goods.—*Boston Evening Transcript.*

An Interesting Antique

"Fine old inn, sir," commented the host. "Everything in this house has its story."

"I don't doubt it," remarked the grouchy tourist. "And is there any legend connected with this old piece of cheese?"—*Louisville Courier-Journal.*

Quite the Opposite

He—"Oh, but you mustn't blame me for my ancestors, you know."

She—"I don't, I blame them for you."—*Boston Evening Transcript.*

Case of Heredity

Clinton—"I suppose your little ones ask you many embarrassing questions?"

Clubleigh—"Yes, they are just like their mother."—*Boston Evening Transcript.*

Vanished Quickly

"Er—by the way, old man, you haven't forgotten that five you borrowed from me about six months ago?"

"Oh, dear, no."

"But you said you only wanted it for a short time."

"And I told the truth. I didn't keep it twenty minutes."

As Shelley Has It Not

I fear thy kisses, gentle maiden,
I fear thy mien, thy tone, thy motion—
Methinks thine eyes are heavy laden
With thoughts about this leap-year notion.
—*Judge.*

As Seasons Go and Come

The smiling ice man now counts o'er
The dollars he has won,
And the gloating coal man adds anoth-
Er dollar to the ton.

Glory That They Missed

Achilles never felt the wild, sweet thrill
That comes from flattening a barking dog;
He never skidded in a reeking bog,
Nor scared a team while coasting down a hill;
Achilles never had the splendid skill
It takes to knock the bristles from a hog
Or lie beneath a tonneau like a log
Till help arrives, when there has been a spill.
Bold Ajax bade the lightning do its worst,
And many a Trojan felt his fatal jab;
When from the clouds the fiery currents burst,
He babbled things no other dared to bab,
But Ajax never dodged and, dodging, cursed
The driver of a passing taxicab.
—*By S. E. Kiser.*

The Spice of Life

Taking His Measure.—Tommy—What does the paper mean by calling Mr. Sharp an eight-by-ten business man?

Tommy's Father—I presume it means he is not exactly square.—*Home Herald.*

American Forest Trees

NINETY-SIXTH PAPER
Supplement to Sixty-Ninth Paper, February 25, 1905

PECAN

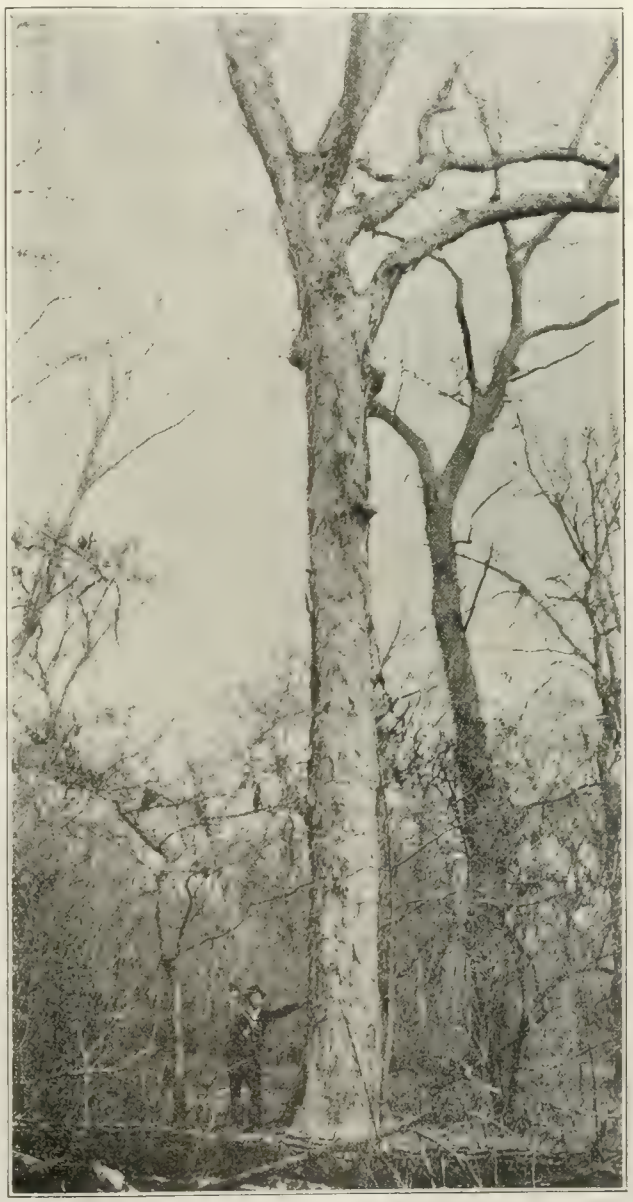
Hicoria pecan (Marsh.) Britton. *Carya olivæformis* (Nutt.)

The natural range of the pecan is in low rich ground, in the neighborhood of streams from the valley of the Mississippi river in Iowa, through southern Illinois and Indiana, western Kentucky and Tennessee to central Mississippi and Alabama, and through Missouri and Arkansas to southeastern Kansas, Oklahoma, western Louisiana and Texas.

It reaches its best development in Arkansas and Oklahoma and it is the largest and most important tree of western Texas where specimens four and five feet in diameter are not uncommon along the damp and fertile river bottoms. The average size of pecan trees in Arkansas and Oklahoma, where the species is considered to be at its best, is from two to four feet in diameter and from ninety to one hundred twenty-five feet tall. It is occasionally planted as a shade tree, especially in the southern states. The tree is known also as pecan nut, pecanier (La.), Illinois nut, and pecan tree.

The tree usually has an enlarged and buttressed base, with stout, slightly spreading branches forming in the forest a narrow symmetrical and inversely pyramidal head, or with abundant room in the open, a broad round-topped crown. The bark is one inch to one and one-half inches thick, light brown, tinged with red, and deeply and irregularly divided into narrow forked ridges. The winter buds are compressed and covered with clusters of bright yellow hairs, and the terminal bud is usually about one-half inch long. The fruit is in clusters of three to eleven, pointed, and from one inch to two and one-half inches long, dark brown in color, with a thin, hard and brittle husk. The seed is sweet, red-brown, with its nearly flat sides grooved from near the base to the apex by two deep longitudinal grooves.

The pecan adapts itself to a great variety of soil and climatic conditions, but for even medium development, it requires a good soil and plenty of moisture. The presence of rocks and adverse climatic conditions do not seem to affect it, provided it has plenty of water and is in good ground. Reproduction is abundant from seed, suckers and stump sprouts, principally the first. The tree is not planted, however, and is enlarging its distribution only through natural seeding. Owing to its exacting soil and moisture requirements and its slow growth, the pecan will never be a serious factor in hardwood reforestation.



TYPICAL FOREST GROWTH PECAN, MISSOURI

The pecan is one of the hickories, and is the largest species of the genus, and the wood is usually regarded as inferior to all the other hickories. The wood is the lightest of all of them, but is heavy in comparison with many other woods. It is hard and brittle, but not strong; close grained and compact. The color of its heart-wood is light brown, tinged with red. The sap-wood is of a lighter brown than the heart-wood. All of the hickories have thick sap-wood, but when the tree is well developed and of rapid growth, pecan has the thickest of all.

The name is said to come from an Indian word meaning a nut that must be broken open, in distinction from soft shelled nuts, as the chestnut and acorn, which can be cracked between the teeth. The Indians gave specific names to but few trees, and pecan happened to be one of them, because it was valuable as a producer of food.

White people have, in a measure, followed the example of the Indian in regard to this tree. When they speak of it as a producer of nuts, or as an ornamental tree, they call it "pecan"; but when they put the wood to use they call it "hickory." No manufacturer of wooden commodities ever reports the use of pecan in the production of his wares, though the quantity of this wood passing through the sawmills and entering shops is proof that a good deal of it is used.

There is a prejudice against it, and it is not entirely without reason, for the wood falls a good deal short of first class hickory. Wagon makers have learned that it may be employed in vehicles, provided the pieces are large. Tongues for heavy wagons and carts are made of it; but it is not much in favor for buggy shafts and carriage poles because it lacks the toughness which is essential.

Though it has not the fine ivory-like smoothness of the best of hickory, it polishes well, and a good deal of it is worked into chair rounds and legs, and also in spindles for stairs, balustrades and grilles. It is much the color of ash, and it takes a better polish in the lathe. It is not suitable for axe and hammer handles, where toughness and elasticity are demanded, but it serves very well as handles for certain agricultural tools, such as hoes, rakes, and short shovels. Pecan pick handles possess sufficient stiffness and strength to meet the requirements. It also makes good handles for heavy sledges.

Furniture makers occasionally use the wood for narrow panels where plain effect is all that is desired, for pecan has little figure. It has well-marked annual rings, but the difference in color between the bands of spring and summer wood is too slight to give much contrast, even when stains and fillers are employed to heighten the effect.

The available supply is fairly large, and it will probably last longer than the other hickories with which it is associated, for the reason that it is not specially sought, but is taken only when lumbermen find it convenient.

Pecan culture is rapidly assuming considerable importance in this country. The commercial growing of the pecan bearing hickory is being worked out on a scientific basis, with the result that the quality of the nut as well as the abundance of the crop is constantly becoming more satisfactory. Pecan orchards are laid out symmetrically, the quality of the nuts being secured by planting seeds from selected trees, or by grafting from trees which are already bearing a high grade of nut. However, even with the best methods, there is a great uncertainty in the quality and quantity of crops, which results in a great deal of speculation in the pecan market. The old methods of buying from the owners of small lots of pecan trees, wherever the nuts are obtainable, is being supplanted by larger interests going into the field on an extensive basis. This condition has already led to the introduction in some instances of questionable financing of these propositions. Schemes have been promulgated similar to the many get-rich-quick methods followed by some of the supposed introducers of eucalyptus culture in California. But this condition is not at all prevalent and an investment in pecans offers rather flattering returns if backed and carried through by responsible people.

National Lumber Mfr's' Assn.

The tenth annual convention of the National Lumber Manufacturers' Association was held at the Sinton hotel, Cincinnati, O., on Tuesday and Wednesday, May 7 and 8. The meeting was a typical one of this important national organization, which, as is well known, is the parent association of the various lumber manufacturing associations of the United States. Comprising its membership are the Northern Pine Manufacturers' Association, Northern Hemlock and Hardwood Manufacturers' Association, Michigan Hardwood Manufacturers' Association, the Hardwood Manufacturers' Association of the United States, North Carolina Pine Association, Georgia-Florida Saw Mill Association, Yellow Pine Manufacturers' Association, Southern Cypress Manufacturers' Association, the Western Pine Manufacturers' Association and Pacific Coast Sugar and White Pine Manufacturers' Association.

Being a convention by delegates of comparatively limited numbers, the attendance was not large, but strictly representative of the great lumber industry.

President E. G. Griggs of Tacoma called the first session to order at ten a. m., and after an invocation by Rev. Charles Frederick Goss, appropriate addresses of welcome were made by W. E. DeLaney, president of the Hardwood Manufacturers' Association, and by Charles F. Shiels, the newly elected president of the Cincinnati Lumbermen's Club.

President Griggs made a brief response.

The roll call of the associations showed that all the subsidiary organizations involved were represented by from one to a dozen delegates.

President Griggs then presented his annual address, which is herewith reproduced in full:

President's Address

Ten years ago, on December 10, 1902, this association was organized. We are now celebrating its decennial and are confronted by so many national problems that our future discloses opportunities more absorbing than our past accomplishments.

It must, indeed, be a source of gratification to the founders of this association to realize the combined strength of its affiliated membership and feel that as a national body we can claim presidential recognition, senatorial courtesy and congressional investigation. Composed, as we now are, of nearly a dozen affiliated associations of 1,000 members, and an annual capacity of sixteen billion feet, we represent the combined capacity of the lumber producing districts of the entire United States.

When you realize that in 1910 the Bureau of Census compiled statistics from 31,934 active sawmills, cutting 40,018,282,000 feet of lumber, 3,494,718,000 lath and 12,976,362,000 shingles, you begin to appreciate what the Department of Commerce and Labor seems finally to have discovered and so haltingly announces that here is no lumber trust.

We have a business organization capable of doing what it has inaugurated in the past, a great national work in uplifting an industry that concerns a vast army of employes and a wealth of raw product that affects the entire country, federal and state alike.

During the past year your president has been confronted with some problems of membership, but I am pleased to report all have been satisfactorily adjusted. The membership is united and active. On the coast we have formed the West Coast Lumber Manufacturers' Association, absorbing three others, and vigorously supporting the National. There is a confidence expressed throughout our membership in our honest efforts to accomplish real beneficial results for the entire lumber fraternity. We must look beyond the individual membership and compass in our work the entire industry and even those outsiders who prey upon the combined efforts of others, profiting but not subscribing.

Radical steps were necessary during my incumbency, but your board has been unanimous in its recommendations and appreciative of the difficulties encountered. I can only say that I bring you today a united organization, linked together for the common good, and true to the principles that called it into being.

Associations of independent business organizations must of certainty pass through travail and trial in meeting the problems of the day. If it is awake and actively alive to the interests of its members it will make itself felt. Its policies, laid down by its organizers and interpreted by its board of governors, may not always be approved by the individual membership, but the work of the National association in its ten years has been an epoch in association work and every member may feel proud of its record.

I can not censure too strongly the efforts of publicity seekers to foist upon the public a misinterpretation of the work of the National, and a narrowing of its efforts to the scope of the individual.

If we as an association do not take up the cudgel and fight for our rights, who in Heaven's name will? If we are to reward conscientious individual effort toward the betterment of our associated condition with censure and distrust, where can we look for sacrificing personality? The success of this association is not determined by the men who occupy the honorary positions, but by the confidence imposed in it by its entire membership.

During the past year, and immediately on succeeding to the office of president, I found it absolutely necessary to recommend to the board the removal of the manager's headquarters to the West, where I could be in close touch with the organization. At the end of a year, and by that same authority invested in me by the board, after launching into the advertising campaign, and being unable to again meet with the board before this annual meeting, I authorized Mr. Bronson to again establish his office in Chicago, where he could conduct the association work and be in touch with the advertising committee.

I know the move has resulted in a strong supporting flank on the West coast, and not a little credit is due both the manager and our treasurer, Mr. Freeman, for the attitude of the West coast manufacturers.

The frequent exchange of ideas and the necessity of familiarizing the National with the conditions and men in each component part is my reason for insisting upon at least occasional visits to the different associations by our manager.

There will be from time to time organizations and reorganizations, but I trust the lumbermen will ever maintain that respect for the National which it deserves and which is indicative of the character of the men who founded it. No matter how strong, either financially or numerically, the individual associations, there is still that great field in the National work that can only be filled by the larger organization. Maintain it at all hazards; it will prove its importance in the years to come, and it will survive all the petty disturbances that the local associations must of necessity inflict upon it.

We are concerned in the welfare of an industry employing the largest body of laborers in the United States, affecting the one asset in the country of which the government itself is the largest individual owner, permeating in its ramifications all the conservation theories of the day and controlling through its timbered area many irrigation problems, an



EVERETT G. GRIGGS, TACOMA, WASH.
PRESIDENT.



R. H. VANSANT, ASHLAND, KY.,
VICE-PRESIDENT.



R. H. DOWNMAN, NEW ORLEANS, LA.,
VICE-PRESIDENT.

industry furnishing more tonnage which concerns the railroads and population of the country than any other.

The proper utilization of our trees can only be brought about by national co-operation, because few communities where timber is growing can utilize locally the entire product of the log. Transportation problems confront us, and freight rates play the most important part in the disposition of our product. Every day new problems concern us and nationally we must meet them.

I have asked the manager in his annual report to cover in detail the operations of the past year, so that I will confine my report to generalities.

In the work of the association, I had in mind the practical working out of statistical information that would be concise and accurate and promptly received by the membership while it was of value. The secretary, with headquarters at St. Louis, has worked out some valuable statistics, which will grow in value as comparisons can be made. To be of better service it is only necessary for the membership to return responses promptly. I believe we are on the road to securing data that will be of the utmost value to the association and statistical information that will be authentic. We hope to secure in time a businesslike inventory of our timber holdings that will controvert the alarming assertions of the timber famine bugaboos.

With the now defunct reciprocity and its attendant waste in our own log operations, the estimates of standing timber would be very easily modified. Unless we can find a market for the entire tree the amount of timber cut to the acre will vary tremendously and will nullify all estimates of standing timber. The people must realize that as prices advance timber holdings previously unavailable are opened up, and with higher values less of the tree is wasted. The same devastation takes place with timber that has taken place with every surplus nature has favored us. Timber was cleared to make farms, farms sold to make cities, and water has been going to waste for years and will until the population warrants the investment necessary to harness it.

During the past several years the efforts of a venal press and political factions to establish in the eyes of the public a "lumber trust" seemed paramount. It would take the genius of a divinity to bring this to pass, and the aggravations of the lumber business do not breed this kind of an organizer.

You are all familiar with the correspondence which has been made public through the press and through it all must realize a hidden purpose to harrass the industry.

It is nothing less than criminal to allow the personalities of the tariff issue and the senate squabbles to poison the minds of the people regarding the manufacture and sale of lumber. I believe that political interviews from the President of the United States should be so censored that no injustice could be done. If the attitude of the administration is such that the lumber manufacturers are to be continually misrepresented, it is apparent that we are negligent in not refuting these statements as often as they appear. When the story is finally written of the tariff fight, the reciprocity campaign and the free pulp for paper, we may understand the attitude of politician and press. I believe we have a right to know the cost to the government of this investigation and its results.

No set of men are doing more for the development of our country than the logger and lumberman. Pioneers they are and have been in the front rank and on the firing line, facing financial crises with brain, brawn and borrowed money; developing the latent resources of the country and striving to convert into marketable products everything of value that the log contains. It takes something more than theory and conservation propaganda to meet pay rolls and develop the country. Instead of being despoilers of the realm they are the builders of the country. Come with me to any community where the lumber manufacturer and logger reside and I will show you men identified in every way with civic improvement and progressive development.

Waste is the loss in efficiency which every manufacturer deplores, and if, as someone says, the packers' secret is to save everything but the squeal, it is surely our province to save even the bark. Transportation and taxation are controlling factors in our operations and no man escapes either.

Disappointed, it would seem, in being unable to locate a lumber trust, we are told that a most appalling and unfortunate condition threatens the country in that our timber control is passing into the hands of three interests—and two of these are railroads that have passed through receiverships and every other financial disturbance and are hungry for freight.

Some men invest in mines, some in real estate, and some men in timber. The risk of fire in timber investment, coupled with the outlay of taxes, merits some return, and entices capital only in so far as it assures profit. It requires a large investment to undertake permanent operations and the prosperity of our country depends upon successful operations.

I can not but feel that the men who occupy high positions in the councils of our country should pause before they jump at the throat of the lumber industry or any other, because of the encouragement in a lesser degree of the socialistic agitators who are prompted in their tirades against the world. The anarchistic doctrines now running riot are against law and order and stand for revolution. Given free rein, their leaders openly advocate a labor trust and preach sedition, disrespect to the flag and the abolishment of the wage system.

I do not wish at this time to give undue prominence to the Industrial Workers of the World movement, but I believe that our forefathers have sacrificed too much blood in establishing the great American republic to allow sedition, riot and revolution to be preached throughout the land. Must it ever take some frightful holocaust, some explosion like the Times, some Titanic marine disaster, to turn the American people from paths that lead but to loss of life and principles? Do we realize that there is a spirit of unrest at home and abroad stirring up revolution? From Atlantic to Pacific, from the Gulf to British Columbia, you will find men inciting these very things. It may be the forerunner of returning prosperity and will lose itself, as did Coxey's army, but those of us who have come in contact with it and have any red blood in our veins must chafe at the teachings and documents that are sown broadcast and recognize the disrespect shown our national emblem. The tactics employed in the West are the same as employed in the East, and we American citizens must wake up to the necessity of stifling this dissension breeder.

The lumber business has passed through a serious ordeal during the last few years, with tariff issues, price difficulties, lessened demand and severe curtailment. It is but natural to assume that these conditions have affected both capital and labor. Both suffered alike, as they always will. Where labor is such a large factor in the selling price of lumber the reflection of a disastrous market is felt throughout the land. Conversely the return of prosperity is similar in its effect. The broadened market occasioned by renewed demands of railroads and industrial development is reflected in the sawmill pay roll. Capital and labor are inseparably linked in this development and are controlled by that inexorable commercial law of supply and demand.

The preaching of new doctrines and isms to readjust the present day ills may give political prominence to their advocates for a time and cause honest labor to be misled temporarily, but until capital becomes so unmindful of its welfare as to divorce itself from prosperous labor conditions there is little fear of the final outcome.

When the logger and lumberman are happy their labor is equally so. It is a business where merit is rewarded, and justly so, as efficient labor



GEO. K. SMITH, ST. LOUIS, MO., SECRETARY.



LEONARD BRONSON, CHICAGO, MANAGER



W. C. LANDON, WAUSAU, WIS., MEMBER BOARD OF GOVERNORS.

has much to do with the balance sheet. Look over the successful operators and you will invariably find men who have worked their way to the top. The man who wheels sawdust today is running the saw tomorrow, if he prove himself capable. The sawyer becomes the superintendent and the superintendent the manager—and there is always room for the man who is not looking for salt pork and sundown.

Under these conditions it is little short of criminal for an organized gang of traveling hoboes to inflict themselves upon a community and be permitted to attempt to spread dissension and disquietude, which always affects the innocent ones in the end. To that class of labor that is devoid of ambition or education it is important that we as operators and employers give some heed.

Where personality no longer appeals and industries become so large that men furnishing the capital do not recognize the hardships of labor, it is important that greater heed be given to the welfare of the employe. Efficient labor is greatly to be desired and the work of some employers, together with the Young Men's Christian Association industrial secretaries and their collaborators will bring about benefits apparent to all who have tried this method. Establish during noon hours the facilities for promoting this work; disseminate the right kind of literature and reward energy and industry and we will counteract the lawless soapbox orator and agitator. Married men and less whiskey and licentiousness will work wonders in our industrial conditions. If dividends are sought at the expense of our citizenship it will not profit us.

I believe the employers are realizing more and more the obligations they owe to society, and if the emyloye can be brought to assume his own responsibilities the condition of labor will continue to improve.

The state of Washington has been alert to the welfare of her laborers in the workmen's compensation act recently adopted. Among other states it has taken the lead and the report of our committee will show with what results. The lumbermen of our state willingly initiated this work. Conditions prior to the adoption of this law were well-nigh confiscatory. It is the same in all manufacturing states. The elimination of a class of blackleg lawyers, professional jurors and corrupt witnesses has been one of the benefits of this legislation. It has removed the necessity of contributing any portion of the pay roll or operating expenses to outside capital and has resulted in prompt payment of money benefits to the unfortunate employe and his beneficiaries in the time of need, and without any of it sticking to other hands.

I recommend careful consideration to the report of this committee that we as a national association can play our part in improving labor conditions in hazardous employment.

We will profit by the mistakes of others and improve conditions by lessening the opportunity of accident. As much care and more should be exercised in the prevention of accidents as of fire. Inspections should be frequent and penalties to the careless employer and laborer alike inflicted.

I believe our associations have accomplished as much good in fire prevention and insurance laws as in any other field. It is only by united action that we can bring the importance of this work to the attention of our state and federal governments alike. We are guardians not only of our own property, but of the vast holdings of timber of the state and government. Where standing trees have value their protection is an obligation the government officials too often fail to realize. The burning of adjoining tracts affects all and menaces the property rights of others. As logging operations continue, changed conditions prevail and the proper disposition of the entire tree is as much a national question as it is an individual one.

We should be awake to the proper use of our logged-off lands and reforestation. It will require a national movement to properly adjust our taxation laws so that our present timber holdings can profit by the mistakes of the past or the country can adopt sane laws of conservation and reforestation. Eact district must be studied intelligently and sentiment aroused that will appreciate the value of timber—reforestation will never be practiced if lumber has no value.

We can not expect men who are striving to make operations pay under present conditions to give much thought to generations yet to come, when they have difficulty taking care of the present.

In some sections of our country timber is the only crop that is developing the district, and population and transportation play a very important part in the value of the tree.

I believe we should continue our co-operation with the Forest Service, and I can not praise too highly the philanthropic efforts that the National association has made in the past in establishing schools of forestry. These contributions and the continued support our manufacturers are rendering along similar lines go a long way in combatting the assertions of scandalmongers, magazine writers and their kind.

I believe we should exercise every effort to secure adequate governmental appropriations to protect the country's forests. It is certainly good insurance for the future welfare to provide nationally a fund equal to one-tenth of one per cent of the value of standing timber today in the national forests. This association should and must be in close touch with our national government on all these policies.

The necessity of co-operating with the government, both national and state, in preventing the importation of insects detrimental to fruit trees and forest growth of our country is a matter which has been brought to my attention by a number of our interested operators and timber owners. It will require the attention of a strong committee and the endorsement of this association to take the necessary steps to prevent the detrimental effect caused by the spread and increase of these insects if proper prevention is not undertaken at once.

I am a convert to this conclusion: That it takes more than a congressional term to educate any business man—and tariff issues must be studied by experts and with time to delve into the intricacies of each individual case.

In carrying on the work of this association we are securing facts and figures which are as vital to the welfare of the whole United States as the agricultural figures of any crop that concerns humanity. We should be prepared at all times to show an inventory and balance sheet.

I had hoped ere this to have published regularly, and at least monthly, a bulletin recapitulation of general standard statistical information concerning the lumber industry. It will be issued and I believe will be interesting to our membership. The affiliated associations will have to secure accurate and reliable data and promptly forward it to the secretary to bring about the results we anticipate, and I am confident it will be secured.

Our association credit book, known as the Blue Book, has been made the object of a lumber trust tirade as rank as it is unjust. No sane business can be conducted without the best credit ratings and every business man knows that we get caught with some bad accounts despite our precautions. As long as there are crooks, cranks and critics we will have failures and losses.

The peculiar license that allows a man to make his living by publishing lies to inflame the public mind will have to be met by an appeal to libel or an advertising and publicity campaign so straight, sincere and above-board that it will counteract these libelous attacks. I believe that in our advertising work and the committee as now constituted, we have



W. A. GILCHRIST, THREE STATES LUMBER COMPANY, MEMPHIS, TENN., MEMBER BOARD OF GOVERNORS.



A. T. GERRANS, ST. LOUIS CYPRESS COMPANY, LTD., HOUMA, LA., MEMBER BOARD OF GOVERNORS.



EDWARD HINES, EDWARD HINES LUMBER COMPANY, CHICAGO, MEMBER BOARD OF GOVERNORS.

accomplished the grandest work yet undertaken by the National. People want to know the facts, are hungry for information, and we have now provided the best means of reaching them. No committee will care to undertake a work of this magnitude without the unanimous assurance of this membership that their obligations will be cared for and the further assurance that the whole force of this magnificent organization is behind it. I congratulate the committee on their excellent start and have every confidence in the success of their efforts.

Our railroad work has been handicapped by lack of committee organization, but I am pleased to state we have secured a number of willing workers who will push this work. We have so much to accomplish in legislation governing equipment, freight allowances, actual freight paying weights, master car builder sizes and grades, that co-operation on these lines is essential.

Our standardization work is a tedious operation, but essentially so. There is no more necessity for a half dozen different thicknesses of ceiling, drop siding, flooring and dimension, when used for the same purpose, than for the railroads returning to the old link and pin couplers or narrow gauge rails. We should have national standards and any other patterns should be charged for.

Our West Coast and Gulf states are vitally concerned in the Panama Canal tolls, as is every consumer of lumber. So many questions are involved that I believe the National association can not take issue, but there is a safe, sane solution of these commercial questions so vital to our country's prosperity that I bespeak for this question your careful consideration. A readjustment of transportation rates and charges must result on the opening of this great waterway and no false premises should be assumed. We as lumber producers will be drawn more closely together, and the country will be benefited at large, and justly so. We must realize that the country is a unit on its national policies and can not legislate against any one district.

I am greatly impressed with the dignity of the National Chamber of Commerce of the United States and its ultimate results, which was recently formed as the result of conference in Washington. I believe it will mark an epoch in business development as viewed from a federal standpoint. Our lumber interests are given full consideration and will be looked after.

I wish on this occasion to thank the board and committees of this association for their active, energetic co-operation during the past year. The difficulty of getting together must be apparent to all as we come from the four corners of the United States. The prompt attention to the details of our work and the quick responses to our written requests have made it a pleasure to be associated with such a fine body of men.

Manager Leonard Bronson of the association presented a very exhaustive report covering the details of the association's work during the last year. Important excerpts from his address follow:

Report of Manager Leonard Bronson

The Railroad Committee

It has been a disappointment to President Griggs and everyone concerned that the railroad committee was not organized and at work long ago.

Under the guidance of this committee should be handled such matters as freight classification, including working out, if possible, the vexed problems of lower rates on low grade lumber; methods and conditions of weighing, and negotiations with the railroad for adoption of weight standards; car construction and equipment laws and regulations; interstate regulations for the handling of logs, etc. This committee, I believe, can settle the car stake question to the satisfaction of lumber and other shippers. A number of questions have been submitted by affiliated associations to this committee for consideration.

Employers' Liability and Workmen's Compensation

The law relating to employers' liability and workmen's compensation is in the process of making. Most, if not all, of the acts on the statute books of the different states are admittedly experimental; only ten states have adopted such acts in any shape, and in only four of them have the acts been successfully tested in the courts. A special report from our committee on this subject makes it unnecessary for me to dwell upon it at length.

Statistical Department

Under the administration of President Griggs, the collection of reports regarding stocks on hand, cut and shipments, has been undertaken. At first the number of reports was small, but it has been increased until now the figures received represent about one-third of the entire lumber product of the United States, or in the neighborhood of fifteen billion to sixteen billion feet. We believe that this statistical work can be enlarged with great profit to the industry. We wish to determine during the coming year the fundamental facts of the business.

Advertising and Publicity

The subject which took the most time and attracted the most attention at the annual meeting last year, was advertising of wood as against its substitutes.

The outcome of this discussion was the appointment of a committee on advertising and publicity, consisting of A. T. Gerrans, Houma, La., J. E. Rhodes, St. Paul, Minn., and G. E. W. Luehrmann of St. Louis, Mo.

Immediately work was begun to secure the support of the associations in this campaign; contributions being asked on the basis of one cent for each 1,000 feet of lumber produced, it being estimated that if all the affiliated associations joined the levy would produce $125,000 to $150,000 a year. But in view of the fact that some associations might not be able or willing to join on this assessment basis it was decided that the campaign should be undertaken when $100,000 had been thus subscribed and at least twenty-five per cent had been paid into the treasury.

At a meeting of the Board of Governors on Jan. 8, 1912, the work of the advertising committee was approved, and authority was given to the committee to proceed with the actual work as soon as the sum of $100,000 was fully pledged.

Publicity

The working up of the advertising campaign will mean far more than merely buying of space in the publications and filling that space with well prepared copy, and it will mean more than a follow-up campaign, no matter how thorough or ingenious.

Let all these associations and all these individuals join their influence in demanding of the press fair treatment of the lumber business—not treatment prejudiced in their favor, but let us demand that they shall merely treat us as fairly as they do other lines of business; that their columns shall be opened to the same kind of news of the lumber business that they are in regard to others; that where the character of it permits they shall handle matters favorable to the lumber business as readily as matter favorable to other lines. In short, to abandon their prejudice against us in favor of at least an impartial attitude.

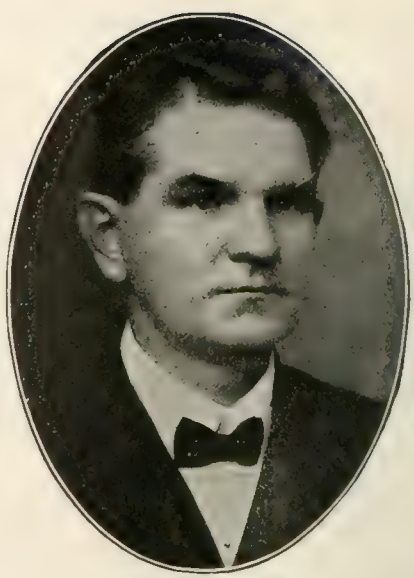
We refuse to bribe anyone, we refuse to buy that which should not be sold, but absolutely legitimate publicity may cost something in its handling, and, therefore, I would recommend the establishment of a publicity fund of moderate proportions, but which will be instantly available when needed.



C. A. BIGELOW, BAY CITY, MICH., MEMBER BOARD OF GOVERNORS.



W. E. DELANEY, CINCINNATI, O., PRESIDENT HARDWOOD MANUFACTURERS' ASSOCIATION OF U. S.



BRUCE ODELL, CUMMER-DIGGINS COMPANY, CADILLAC, MICH.

Reciprocity With Canada

Perhaps it is better to let bygones be bygones, but in view of the fact that some members of affiliated associations more or less seriously objected to the activities of the National in opposition to the Canadian reciprocity bill, reference in this report should be made to it.

Allow me to speak frankly as to what I have learned as to the attitude of lumbermen in this matter. The majority believe that in the interest of conservation there should be such a duty as we have at present, which, being a specific duty, is protective only upon the lower grades; and that national fair play would require, so long as we are operating under our present financial system, that the very small duty upon lumber should not be distributed and that this is true whether the tariff be viewed either from a protective or revenue standpoint. Some sections feel that their comparatively new or heavily burdened industry needs some protection. On the other hand, there are some who are opposed to any import duties whatsoever, even for revenue. There are more who feel that the protection to lumber is so slight under the present tariff that the benefit of its retention is hardly worth the cost in time or money or any criticism that it might arouse.

A very distinguished senator said to me only three months ago: "I think even you have little idea of how intense the prejudice against the lumber business is. Almost everybody here in both ends of the Capital knows that there is no lumber trust, but public opinion has great weight and I believe that if somebody were to get up in the House and offer a resolution that all sawmills should be burned and all private timber confiscated that it would pass with a whoop."

This was a cartoon, but it expressed a fact which a good many of our people recognize when they say that it would be better not to make another fight for an import duty on lumber—that if lumber is put upon the free list, while many lumbermen will suffer in one way or another the people, after all, will be the chief losers.

Forest Products Laboratory

At Madison, Wis., the Forest Service has established and has had in operation for nearly two years a laboratory for investigation of all problems relating to forest products; their characteristics, better utilization, preservation, etc.

Lumbermen expressed much interest in this institution when it was being planned and when it was opened, but there their interest seemed to cease. The director of the laboratory informs me that not for a year has a single lumberman visited that institution, while every day come to it men engaged in other lines concerned with forest products, as paper and pulp. A standing committee of paper men visit regularly. It is frequently inspected by visitors from abroad. Almost every foreign country of importance has sent its representatives to see what Uncle Sam is doing at this laboratory.

The work it does will very largely be determined by the demands made upon it, and it will be of direct value to the lumber business if lumbermen call upon it for assistance and co-operate with it. Any of the questions which are met with individually will be gladly taken up by this institution if you will present them to it.

Free Tolls on Panama Canal

Regulations to govern the Panama canal are of great interest to every lumberman, but especially to the producers of the Pacific coast and the hardwood manufacturers of the East. As patriotic citizens we want the canal to develop American resources, to build up American trade, and especially to facilitate commerce between our Atlantic and Pacific coast.

To open the canal free to our coastwise trade will require the amendment of no law, will not involve the tariff difficulty, and if it can be done at all it can be done promptly. So far as it goes it will help.

Foreign advantage in the use of the canal lies in lower cost of construction, maintenance and operation of vessels as compared with our own. If the toll be set at $1 or $1.50 per ton, American register, we will still, though coastwise trade be free, be at a disadvantage. But it will help. Without such assistance the development of untouched resources on the Pacific coast will go on more rapidly in British Columbia and Mexico than in our own territory. And the manufacturers of Europe, who compete with our own manufacturers, will have transportation advantages which in many cases will offset our import duties. Furthermore, this measure will tend to build up a merchant marine of the true deep sea character, for a voyage between the Pacific and Atlantic ports is a long one and requires vessels of stability.

It is sometimes argued that so far as lumber is concerned it would be for the benefit of the Pacific lumbermen as against the manufacturers in the East. I think it must be admitted that in all probability the fir people will profit more from the canal than the yellow pine producers; but eastern woods will also profit. And then it should be remembered that if our eastern associations are going to have this competition from the Pacific coast, as they will have, they better compete with their own people rather than foreigners.

But it should be remembered that we are short of vessels, that when the canal is open there will not be the tonnage available greatly to increase West coast shipments into the Gulf or Atlantic ports. The vessels must be built and that will take time.

At first, I think, you of the East and South will not feel the West coast competition, for the above reason, and for the additional reason that the first movement will be of lumber and timber for special purposes, and which will not seriously affect the markets for eastern woods. And by the time the west coast has the ships to take advantage of the canal, and the manufacturers of the East have developed the full possibilities of a westbound trade in lumber through the canal, it will be wondered why there should have been any hesitancy in the matter.

Insurance of Standing Timber

Some attention has been given to the possibility, at least in special cases, of insuring standing stumpage against loss by fire.

Since standing timber has come to be the basis of bond issues it would seem that insurance protection to such securities might properly be offered and that the time will come when any timberman could insure his holdings against fire loss as now the sawmill is protected. In connection, we asked James D. Lacey, whom you all realize as an authority on timber land matters, to prepare a paper on this subject. He found it impossible with his other engagements to give it the necessary attention, but I will quote from a letter received from him.

"I gave this matter considerable attention two or three years ago, and discussed the feasibility of it with several insurance companies, but could get no expression from them other than that it would be almost impossible to insure timber lands, owing to the difficulty, particularly, of taking care of the fire hazard. Since that time, however, a great deal has been done in the West in the way of organizing forest fire protective associations, both by the government, the state and by individuals, and it might not be as difficult today to interest insurance capital as it was a few years ago in an enterprise of this kind. I still believe, however, that it is going to take some time yet to bring about the necessary education to establish timber insurance on a basis that would warrant the large timber owners in insuring their lands. The one instance in which it worked was through the English Lloyds, by Price Brothers & Co., Ltd., of Quebec, who insured a certain portion of their standing timber for the further protection of a five million bond issue.

This is the first instance I know of where insurance was taken for such a purpose, and it is but another indication of the upward movement toward eventually establishing suitable rates of insurance for standing timber."

CORRESPONDENCE WITH THE PRESIDENT

One of the most interesting features of the work of the year has been the effort to obtain from the National Department of Commerce and Labor a report on its investigation of the lumber business. A letter to the President of the United States was prepared, submitted to the Board of Governors for their approval, and, as finally revised, was mailed to the President on Dec. 14, last. Response was made by the President on Feb. 2, 1912.

After President Taft had given permission to make it public, it was sent out by the Associated Press with a news summary, which summary was used by many of the daily papers in different parts of the country. About one thousand copies of the summary and correspondence were thus distributed. The United Press also sent out a briefer summary.

On publication of this matter the United Press had a brief interview with Commissioner Herbert Knox Smith of the Bureau of Corporations, reported in the following dispatch:

Washington, D. C., April 5.—Complete ignorance of a combine to control the lumber manufacturing industry is expressed here today by Herbert Knox Smith, commissioner of Corporations, in reply to the demand of the National Lumber Manufacturers' Association to publish the result of his investigation of the alleged lumber trust. Smith said: "As far as we have been able to ascertain, no group of individuals control, dominate or influence to any great extent the lumber manufacturing industry. However, there are a few individuals who, to a certain extent, appear to control the standing timber."

SAN FRANCISCO EXPOSITION

The great exposition of 1915 at San Francisco will give a chance to demonstrate to the people of this country the utility of wood and it seems to many that it is an advertising opportunity that should not be neglected.

A tentative proposition has been made on the Pacific coast to this effect: That each of five western lumber states should have a building showing its particular products in the most attractive way.

Another suggestion, which seems to meet with favor on the Pacific coast, surrenders their particular advantage in favor of a national exhibit under the leadership of the National Lumber Manufacturers' Association.

Whatever is to be done along this line should be set on foot, perhaps authority being given to the advertising committee to handle it or some special committee being appointed to co-operate with the advertising committee.

Manager Bronson closed with a discussion of the desirability and best methods of promoting the proposed Forest Products Exposition. He heartily endorsed the idea and said that it should be financially backed by the lumber trade itself, employing competent men to carry it out.

Secretary George K. Smith of St. Louis presented his report, which follows:

Report of Secretary Geo. K. Smith

MEMBERSHIP

The membership at the end of the fiscal year, March 31, 1912, consists of twelve associations with members and yearly production as follows:

Association.	No. Members.	Production.	Delegates. Entitled.	Delegates. Appointed.
Western Pine Mfrs. Assn	44	620,000,000	9	8
Southern Cypress Mfrs. Assn	51	555,243,726	8	5
Hardwood Mfrs. Assn. of U. S.	230	630,000,000	9	9
Michigan Hardwood Mfrs. Assn.	64	304,239,712	6	6
Northern Hemlock & Hdw. Assn.	83	600,000,000	9	9
Northern Pine Mfrs. Assn	40	1,404,251,674	17	17
Yellow Pine Mfrs. Assn	245	4,068,098,015	43	43
North Carolina Pine Assn	73	778,055,876	10	10
West Coast Lbr. Mfrs. Assn	139	2,139,572,000	24	18
Pacific Coast Sugar & W. P. Assn	44	167,500,000	4	1
Georgia-Florida Sawmill Assn.	76	322,042,456	6	6
Redwood Manufacturing Assn.	20	No report.		
	1,079	11,589,003,459	145	132

STATISTICAL DEPARTMENT

Since June 1, 1911, there has been issued monthly a report entitled "Production and Movement of Lumber." It contains reports from approximately seven hundred sawmills, located in twenty-two states.

Summary of Cut and Shipments and Production Below Normal for Ten Months, June, 1911, to March, 1912, Inclusive:

Months. 1911.	No. mills reporting	Cut.	Shipments.	Cut more than shipped.	Cut less than shipped.
June	421	613,500,000	549,500,000	64,000,000	.....
July	408	539,100,000	499,600,000	39,500,000	.....
August	545	796,100,000	769,100,000	27,000,000	.....
September	557	781,500,000	786,200,000	.....	4,700,000
October	695	910,800,000	936,300,000	.....	25,500,000
November	673	782,500,000	891,300,000	.....	108,800,000
December	648	625,400,000	740,500,000	.....	115,100,000
January, '12.	617	605,400,000	738,300,000	.....	132,900,000
February	671	778,300,000	647,500,000	.....	69,200,000
March	679	823,400,000	953,700,000	.....	130,300,000
	591	7,256,000,000	7,712,000,000	130,500,000	586,500,000

Excess shipments over cut, 456,000,000 feet, or 6.28 per cent.

Production below rated capacity of the 591 mills reporting cut and shipment:

June, 1911	276,163,000
July	286,402,500
August	404,596,000
September	345,457,500
October	557,856,000
November	535,547,500
December	696,700,000
January, 1912	712,057,000
February	500,047,000
March	514,247,500
	4,827,074,000 feet or 39.95%

Only one-third of the mills on our mailing list have reported their cut and shipments. If this statistical work is continued it should be supported by every manufacturer who is requested to send in his monthly report.

An interesting comparison of stocks on hand at the same 609 mills at three different periods has also been compiled, and is submitted herewith:

Comparison of Stocks on Hand July 1, 1911, Jan. and Apr. 1, 1912.

	No. mills reptg.	Rated daily cap. ft. in M.on	Yearly normal prod. based 275 days.	Stock on Hand. Feet in millions and tenths. July 1, 1911.	Jan. 1, 1912.	Apr. 1, 1912.
Alabama	39	2.390	657.3	69.9	63.9	65.1
Arkansas	49	3,853	1,059.6	246.5	239.6	228.3
California	11	841	231.3	78.6	96.8	87.3
Ga.-Florida	23	1,565	430.4	62.0	57.0	58.4
Idaho	16	2,575	708.1	360.9	445.4	362.3
Indiana	4	54	14.9	6.6	7.7	8.2
Kentucky	2	110	30.3	21.5	18.5	16.0
Louisiana	103	9,880	3,717.0	791.0	673.2	654.8
Michigan	37	2,996	824.0	308.2	288.1	328.8
Minnesota	21	4,830	1,328.1	493.6	591.5	478.8
Mississippi	49	3,775	1,038.1	161.9	149.6	139.8
Mo.-Oklahoma.	10	590	162.3	54.5	49.5	47.8
Montana	4	650	178.8	111.4	122.8	113.0
N. Carolina	9	583	160.3	29.4	26.7	26.6
Ohio	1	100	27.5	12.4	14.0	10.3
Oregon	24	2,788	766.7	171.6	198.5	183.5
S. Carolina	8	655	180.1	37.0	31.2	29.6
Tennessee	6	165	45.4	6.8	5.4	5.7
Texas	49	3,770	1,036.8	221.5	212.5	174.9
Virginia	8	730	200.7	25.7	23.8	18.8
Washington	77	8,215	2,259.0	509.5	537.4	494.1
Wisconsin	58	5,067	1,393.4	716.0	685.8	636.4
	608	56,182	15,450.1	4,496.5	4,538.9	4,188.5

Net increase in stock Jan. 1, 1912, as compared with July 1, 1911 ..... 42,400,000 ft., or .9%

Net decrease in stock Apr. 1, 1912, as compared with July 1, 1911 ..... 308,000,000 ft., or 6.8%

Net decrease in stock Apr. 1, 1912, as compared with Jan. 1, 1912 ..... 350,400,000 ft., or 7.7%

Stock on hand July 1, 1911, 29.1% of yearly normal production.
Stock on hand Jan. 1, 1912, 29.4% of yearly normal production.
Stock on hand Apr. 1, 1912, 27.1% of yearly normal production.

Mill average—July 1, 1911 ..... 7,395,559 ft.
Jan. 1, 1912 ..... 7,465,296 ft.
Apr. 1, 1912 ..... 6,888,980 ft.

The manager handles the other departments of this association and the work done through them will be covered in his report.

The president read a telegram from George B. Shaw of Eau Claire, Wis., announcing the death of his uncle, Eugene Shaw. Resolutions of respect were immediately prepared and by rising vote unanimously passed.

Invitation was received from the Convention Bureau of St. Louis asking that that city be honored with the next meeting of the association. This matter was referred to the board of managers.

President Griggs then announced the appointment of committees.

J. B. White, chairman of the conservation committee, made an exhaustive and interesting report on the subject of conservation, in which he stated that he was a good deal discouraged with this movement and believed that forest conservation presented very little allurement for the individual at the present time.

Charles A. Bigelow, acting on behalf of the committee having in charge a memorial for the late J. E. Defebaugh, reported that the committee had purchased and placed in the Forty-first Street Presbyterian Church of Chicago a memorial window in memory of Mr. Defebaugh. The report was accepted and the committee received the thanks of the association.

A paper followed, covering a report of the workmen's compensation committee, by Paul E. Page of Buckley, Wash., which is herewith reproduced in part:

Report of Workmen's Compensation Committee

As a report from the workmen's compensation committee I herewith tender an explanation of the Washington compensation act. I have gone into considerable detail in order that our members might understand the act thoroughly.

In January, 1910, at its annual meeting, the Pacific Coast Lumber Manufacturers' Association passed a resolution deploring the conditions which existed through lack of adequate laws governing industrial accidents, condemning the methods of the employers' liability companies and

asking that representatives of capital and labor get together and devise some method by which an injured employe could receive the benefit of the large sums of money which were being wasted in litigation. This action of the lumbermen of our state attracted much attention and the resolution was printed and commented on by every newspaper in the state. A mass meeting was held in Tacoma in June of that year, at which Governor Hay presided, consisting of men who represented not only the employer and employe, but professional and business men as well. This meeting resulted in our governor appointing a commission to draft a bill on workman's compensation to present to the next legislature.

This commission was composed of five employers of labor, three lumbermen, a logger and a coal mine operator, and five representatives of labor unions, two coal miners, a carpenter, a printer and a locomotive engineer.

The act as drawn by the commission was passed by the legislature after the "first aid" feature was eliminated, and became effective on Oct. 1, 1911.

The Washington compensation act is compulsory for hazardous employments and elective for others, and has the state insurance feature. The state pays all the expenses of administering the act through an appropriation. Industry takes care of its industrial accidents which are sustained in the course of employment, unless due to deliberate intention of injured worker. State insurance benefits are covered.

All injury caused to an employe while in the course of his employment by a third party is covered, providing employe so elects. If he chooses to take action against such third party he can do so, and in case he elects to take the state compensation he assigns his action against the third party to the state. Voluntary plans of employers to care for hospital and first aid to injured employes is permissible.

If the employer default in the payment of his premiums, injured workman may maintain action for damages, and defenses of fellow servant rule and assumption of risk are abrogated.

Payments for death are as follows: Payment of $20 per month to a widow until death or remarriage. A dower of $240 in case of remarriage, but no further payments. The sum of $5 for each child under the age of 16, per month, until the age of 16 is arrived at, but not more than $15 for any one family of children having a widowed mother or father. Orphan children, $10 per month to the amount of $35 per month until 16 years of age. For partial dependents, not to exceed $20 per month. For all death claims the sum of $4,000 is taken from the general fund, invested at interest to procure funds with which to meet the monthly payments.

For total disability: If unmarried, $20 per month. If married, from $25 to $35, according to family. For total disability not permanent, benefits are increased first six months 50 per cent, providing this sum does not exceed 60 per cent of regular wage. Monthly payments in all cases may be converted in lump sum payments either in whole or in part. In cases where the injury causes a disability which is not total or permanent, such injury is paid for in lump sum and the maximum amount is $1,500.

Employer is held responsible in case accidents are caused by neglect to comply with safety laws, and must reimburse the insurance fund for half the benefits paid in each case.

The intent of the act, as set forth in Section 4, is that the fund created by assessing the industries shall ultimately become neither more nor less than self-supporting.

In making such assessments the commission grouped each industry in a class which was shown by the employers' liability insurance companies' rating manuals to take the same rate of premium. Each such group pays for its own accidents only, and for none other. There are forty-seven of the groups or classes, covering every industry in our state. In addition, there is the non-hazardous group, which is elective.

The premiums charged each group vary from one and one-half per cent to ten per cent, and the levy is made on the yearly payroll of each industry in the group.

Inasmuch as the intent of the act is to secure only such funds as are necessary to meet the benefits, assessments are made only as needed. If no accidents happen there is nothing to pay, and I cannot conceive of anything that would act as more of an incentive to employers to protect their machinery and use their best efforts to prevent accidents than this provision of the act. Up to date the operation of the act has been highly successful and has been accomplished without cost to the employer.

The lumber industry in our state is in a class which requires the payment of a premium of two and one-half per cent on the yearly payroll. In the lumber class the assessment for the first three months after the act went into effect amounted to $167,000. Up to Apr. 15, 1912, there had been paid out of this fund $60,000 for accidents settled for and $45,000 was taken from the fund and invested to take care of 17 fatal accidents. At that time (April 15) there were 12 fatal accidents unsettled for. If these 12 fatal accidents call for the same amount of benefits as the 17 which were settled for required, it would make a total paid out and to be paid of $135,000, which represents the sum required to pay the benefits in the lumber class group for six and one-half months—that is, from October 1, 1911, to April 15, 1912.

Because of the hazardous circumstances of night work in our mills in winter I believe that the accidents in the lumber class for the six and one-half winter months were greater than they will average for the other months of the year; but, suppose they represent the average, then the total cost to the lumber class would be some $270,000 for the year.

Using $167,000 as two one-half per cent of the lumber class payroll for three months makes a total payroll for the lumber industry of $27,000,000 for the year. In order to raise $270,000 by taxing $27,000,000 it requires one per cent, and that is exactly what the cost to the lumber industry figures up to the time of the closing of the Industrial Commission's books on April 25, 1912.

Something like $20,000,000 was paid by the employers to the employers' liability companies in 1911 throughout the United States. Nearly $10,000,000 in judgments was rendered in personal damage cases. In most of these cases the lawyer received one-half of the judgment, which left $5,000,000 for the injured workman.

Under the Washington compensation act it costs the employer considerably less than it did under the old system, and every injured employe is paid and every cent collected from any industry goes directly to the injured employe. Furthermore the lumber industry makes the poorest showing of any group which comes under the act.

A. T. Gerrans on behalf of the railroad committee presented a memorial to the Interstate Commerce Commission which was a duplicate of the enactment made by the National Wholesale Lumber Dealers' Association at its recent Louisville convention, seeking standardizing of estimated weights on lumber and demanding that shippers have a right to verified weights of carloads of lumber, and in default of such authentic weights that the estimated weights should prevail as a basis for freight charges.

M. B. Nelson of Kansas City, chairman of the classification committee, made a comprehensive report on the subject of the work that had been done with the railroads towards securing a special classification for goods packed in wooden containers, and stated that the wooden box and other interests hertofore had carried on this campaign largely at their own cost, and suggested that it was a matter that should be financed by lumbermen. He recommended that the box manufacturers' association be paid the deficit of about five thousand dollars to cover its cost for the work done to date, and that in the future work to secure this end be financed by the lumber industry.

TUESDAY AFTERNOON SESSION

On invitation of President Griggs, W. E. DeLaney, president of the Hardwood Manufacturers' Association, made a brief and interesting address on the subject of "The Association I Represent." This forceful address is here reproduced in full.

Address of W. E. DeLaney

If I burden you for a few moments with a story with which you are all familiar—it is for the purpose of refreshing your memory, that I may show why our association was formed and will be maintained.

It has frequently been stated, and never to my knowledge disproved, that the manufacturers of the South as a whole have made no money in the manufacture of hardwoods. It is true that some have shown profits, but they have been made on the enhancement of stumpage values rather than in the manufacture of lumber. I have heard it stated often that if a timber holder had sufficient time in which to dispose of his holdings, he could realize more from its sale than from its manufacture into lumber. With this condition prevailing, it is easy to understand what the manufacturer is up against in the purchase of his raw material. After the timber is purchased he begins to figure the cost of getting the timber into logs and delivered to his mill. I want to ask if there is any manufacturer in the South present here today who has ever been able to install and operate his equipment for less than his original estimate. As soon as he starts his operation—trouble begins; it is a fight from the time the whistle blows in the morning until the whistle at night. Fortunate is the one who does not continue the fight after the closing signal.

If operating in the mountains he is dealing with the most independent labor in the entire country. If the boss happens to come on the job a little out of humor in the morning he is likely to lose half his crew by night. If the work of a laborer is criticised he takes his gun and goes squirrel hunting, which is much easier than "bali-hooting" logs out of the mountain. If the operator is in the flat country of the South he is up against climatic conditions that make it difficult for him to procure satisfactory labor. He will work diligently for a day correcting some leak in the operation, go to bed at night feeling that the following day will run smoothly, but he no sooner gets on the job the next morning then he finds another leak, usually more serious than the one with which he has just battled.

He usually figures the cost of his railroad at $2,000 a mile. Formerly he was surprised when it ran to $5,000, but now has become so accustomed to it that he takes it as a matter of course. He must keep a careful eye on every step in his operation. The woods-man may either cut too much timber, permitting it to damage, or he will not have enough to meet requirements. If he happens to want 16′ lengths he will discover that his cutters found it impossible to get other than 12′ and 14′. He finds the condition reversed if he wants 12 and 14′. He finally gets his logs to the railroad, though this does not mean delivery. Numerous

things may happen before the train gets to the mill. I only recently asked a logging locomotive engineer why he was backing his empties up over the road instead of pulling them, and he said that he "had been having better luck that way."

After one has succeeded in getting the logs to the mill, he must carefully watch their manufacture. The curing requires an amount of care or the lumber will stain or warp. The manufacturer constantly faces the two greatest known risks,—fire and water, the recent overflow in the Mississippi valley has in many cases caused losses that will require years to regain. After all of these difficulties have been faced, the lumber is ready for shipment and he feels that the troubles should be over and no great hardships imposed in marketing his product. But what is he to find then? Some gentlemen, who sit in city offices reach there at nine in the morning and leave at four in the evening, riding to and from their work in street cars or automobiles, inform him that *they* should be the judges of how he should grade and market the product. They not only desire to name the price at which he should sell it but the grades that he shall make. He realizes that he must furnish such character of grades as the consumer of lumber requires for the purpose for which the lumber is intended, but this does not satisfy all the wholesalers. They either want a grade that can be manipulated by mixing, or demand a grade that will enable them to procure from the consumer a higher market price by reason of the higher grade which they are to furnish. If this demand is for the intention first expressed, the methods are dishonest and should receive no support from any element interested in the lumber business. If the second, the methods are harmful to the consumers as well as the producers of lumber. What added value can they give to the consumers by furnishing them a better grade than actually required for the purpose for which it is intended. It is a fact known to every one present that some wholesalers make different representation of the grade to the buyer than they do to the manufacturer from whom they purchase the stock to fill the order. When the shipment is received by the purchaser, the wholesaler figures that he has two chances—first the purchaser will take a grade lower than that represented in making the sale, or the shipper will stand such a reduction on the shipment as will permit him to make an allowance to his customer, equal to the difference in value between that which he has purchased and that sold.

After going through or combatting the difficulties mentioned in the production of lumber, the manufacturer is not in any humor to parley with such methods. It was to combat all of these that our association was formed. This organization recognizes the field of the legitimate dealer in lumber. My remarks are not intended for him. It has been stated frequently that our organization had for its purpose the elimination of the dealer from the trade, I want to say emphatically that there was no such intent, but it was and is the purpose of this association to eliminate the *methods* of the class of wholesaler that I have mentioned. It is true that the dealer and wholesaler have been classified as middle-men and have placed upon them the burden of carrying the kind of wholesalers mentioned. If they are not content to carry such an element, they have the matter in their own hands and it is up to them to solve the problem. Often the manufacturer prefers to market his lumber through dealers and wholesalers but has been debarred from doing so on account of losses sustained through methods mentioned. The manufacturers insist that it is the duty of the dealers and wholesalers to correct these abuses in the marketing of lumber and deal with the problems as they present themselves in handling lumber between the producer and the consumer, aside from inspection; which the manufacturers feel is a problem to be settled between the consumers and themselves. It is admitted that frequently the manufacturer is in error in shipping stock below the grade provided for in the order, or poorly manufactured material. This organization does not countenance such methods, but is using every effort to have its membership properly manufacture and grade the product.

There was a day when timber was so plentiful and cheap as to permit wasteful methods in the marketing of lumber, but with the higher prices of stumpage in this day it is not only impractical but unprofitable. Such methods make it impossible for the consumer to successfully combat wood substitution, which we are contending with. To my mind the unbusiness-like methods in the marketing of lumber have done more to permit the substitution for wood than any other causes. It is just as wasteful and as foolish to require a board to be clear on both sides when one face is shown, as it is to insist that wall paper be as elaborately finished on the reverse side as on the face. It is quite as wasteful to require a clear cutting when a sound cutting answers the purpose as well. This country is clamoring for preservation of its forests. How can they be preserved if the manufacturer is compelled to leave in the forest any part of the tree that can be utilized.

Men without experience have been lured into the lumber manufacturing business through fairy tales told of the wealth that comes to all lumbermen. It has, until the last few years, been thought that all one had to do was to buy a tract of timber, erect a sawmill and then sit back and draw dividends. The truth of the matter is that the man who can successfully operate a hardwood proposition in the South can hold any job, even to that of running our government. It used to be thought that the less our competitors knew of the manufacture and marketing of his lumber the less difficulties we had. This has been proven absolutely erroneous. Every dollar lost in the manufacture and marketing of lumber hurts the entire industry. This association has done much to educate the producer of lumber and what it has accomplished in this regard is a matter of history. Work of this kind is more slow in times of depression than in good times. Much was accomplished prior to the recent depression, and for this reason the members of our organization have gone through the last one in better shape than ever before in the history of the industry.

It has been said that Americans are extremists. I think this is true in regard to the substitution for lumber. While substitution to a certain extent is necessary, as with the growth of this country our forests would have soon been denuded, but instead of intelligent substitution the tendency has been to eliminate the use of wood entirely. Some would not only have us live in concrete houses but we must sit in concrete chairs and sleep in concrete beds. The tide is now beginning to turn and we are through experience learning where lumber can and cannot be satisfactorily substituted. The advertising campaign now proposed can be of great benefit in solving this problem and should receive the hearty support of all lumbermen.

It behooves every manufacturer to affiliate with the manufacturing association dealing with the problems in the wood in which he is interested so that when we again come into our own we can intelligently meet the demands made upon us. Let us make our manufacturing associations sufficiently strong in numbers to successfully combat all conditions detrimental to our business.

Let the dealers work between the manufacturer and the consumer, where the field is large and profitable and important as any, and in doing this they will assist in obtaining the results so much desired in the lumber industry.

We will earnestly co-operate with associations of dealers who are endeavoring to solve the problem of correctly marketing lumber.

Let the manufacturing associations use every effort to see that their members properly manufacture and ship their lumber. Unless we do this, we cannot ask or expect the support of the purchasers of our product.

Let the National Association of Manufacturers deal with the problems that affect no specific wood or woods, but of the lumber industry as a whole.

We have an industry that stands third in those of the nation. Let us then handle it with an intelligence such a business demands.

Charles S. Keith of Kansas City was then introduced, and read an exhaustive paper on the subject of "The Trust Question as Relating to the Lumber Industry." This was the most important paper presented at the meeting, and was received with much applause. On motion the paper was ordered printed in pamphlet form for the purpose of putting it into general distribution, and notably to members of the House and Senate of the United States.

The Trust Question as Relating to the Lumber Industry

When we look back over the history of the lumber industry for the past thirty years and compare conditions existing at the beginning of this period with those existing in that industry today, and take into consideration the fact that the public is not conversant with the causes for present conditions, but know only their effects, it is not surprising that they should reach the conclusion that the lumber industry is trust-controlled. Such a conclusion, however, is very incorrect, and in order that present conditions may be fully understood, it will be necessary to review the facts.

During the entire period of industrial and social development in the United States, from 1880 to 1910, there has been no reforestration, and every tree cut has diminished the available supply and, consequently, from conditions where the forest was considered of little value, the remaining timber, which is now measured and known, has grown to be of great value, both commercially and economically.

As shown during the ten-year period from 1900 to 1910, there was an increase in population of 15,977,692, and a per capita consumption of 532 feet, board measure, so it would appear from this that the increased annual consumption from this source, alone, in 1910 was 8,500 million feet. The per capita consumption of 1910 shows an increase over that of 1900 of 72 feet, board measure, showing a further increase in annual consumption by the population of 1900 of 5,471 million feet in 1910.

INCREASED VALUE ON TIMBER LANDS

During this period, by reason of increasing consumption and diminishing supply of timber, the cost and value of timber lands have greatly increased, according to James D. Lacey & Co., timberland factors.

REVIEW OF TIMBER SITUATION

There has never been an authentic and reliable estimate of the standing timber of the United States. The correctness of the last report of Herbert Knox Smith, commissioner of corporations, on the lumber industry, is being very largely questioned by well-informed lumbermen.

A careful comparison of Mr. Smith's figures for yellow pine stumpage in Louisiana with actual conditions shows that there is 19,744 million feet less of yellow pine timber in Louisiana than he shows, and that the amount shown in his report is 151,3553 per cent of the actual. Therefore, if his report covering the total South is no nearer correct than for the state of Louisiana, it is safe to conclude that, reduced to log scale, it shows 104,336 million feet more timber than there actually is, and hence there is today only 203,164 million feet of yellow pine.

It must be conceded that the earlier the reduction of the production of

yellow pine occurs, the earlier the values of lumber and timber will increase, and the longer that period is deferred, the longer the prices will maintain a lower basis of value.

According to James D. Lacey & Co., of Chicago, there is only 1,200,000 acres of yellow pine land not now in the hands of the manufacturer. This land, at the highest estimate, would yield 18,000 million feet, or less than one year's present output of yellow pine lumber, and it should not take less than ten years to remove it.

ESTIMATED SITUATION ON TIMBER IN 1916

It is seriously estimated that the production of yellow pine lumber will be reduced by 40 per cent in five years from Jan. 1, 1911, which would amount to 7,227 million feet, and that during that same period, the increased demand due to increase in population should amount to 3,780 million feet, and that this decreased supply of yellow pine and increased consumption of lumber (amounting to 11,007 million feet) will have to come from the Pacific coast fir timber, which would take from that country approximately 15,683 million feet per annum in 1916, as against their production of 4,856 million feet in 1909, which increased demand will greatly enhance their cost of stumpage and the price of lumber, and the drain on their supply will be 300 per cent per annum greater than it was in 1909.

As to competitive conditions and their relation to the so-called "lumber trust" the impression is broadcast that the "lumber trust" is the Yellow Pine Manufacturers' Association, and that its members are the members thereof.

The government's reports for the year 1909 show that of the total number of sawmills in the South, there were 17,359 active mills reported as cutting yellow pine lumber in that year, out of which 234 mills were members of the association and 17,125 were non-members of the association, and were and are always in competition with members of the association. These 17,125 mills produced in 1910 75.7 per cent of the lumber produced, or 13,567 million feet.

In addition, the product of the mills of the fir manufacturers of the Northwest, and the hemlock manufacturers of the North and Northeast, as well as the manufacturers of other woods, are at all times directly in sharp competition with yellow pine, so it will be seen how impractical it would be for one-fourth of the yellow pine producers to enter into agreement and affect the market values on their product without not only the co-operation of the non-association mills in their own territory, but also without the co-operation of the manufacturers of other woods.

It has been established that the price of yellow pine and other lumber has been governed by competitive conditions, and the law of supply and demand, rather than by any external manipulations.

The report then statistically illustrates that the price of lumber has been dependent upon general prosperity largely because in prosperous periods car building is very active, thus taking from the general market a large percentage of the available lumber supply and consequently rendering the remainder more valuable. The years 1904, 1905 and 1906 are cited as being a striking illustration of this fact.

The increase in price of lumber has not been proportionate with the increase in price of most other staple products.

The increase in the price of yellow pine lumber since 1896 has not kept pace with the increase in the price of agricultural products, as is evidenced by the following table:

NUMBER OF UNITS OF COMMODITIES REQUIRED TO PURCHASE 1,000 FEET OF YELLOW PINE LUMBER

	1896	1908	1910
Barley (bushels)	46.6	33.9	31.6
Corn (bushels)	53.8	36.3	39.1
Cattle, steers, choice to extra (pounds)	302.	306.	293.
Hay, timothy (tons)	1.34	2.01	2.21
Hogs, light (pounds)	390.	441.	252.
Oats (bushels)	72.2	48.3	58.3
Flax (bushels)	17.1	20.7	10.0
Rye No. 2 (bushels)	39.4	33.2	28.2
Wheat (bushels)	21.7	27.3	20.7
Butter, Elgin (pounds)	77.2	91.8	75.9
Potatoes, white (bushels)	69.5	35.00	52.9

Evidence in the Missouri ouster suit against thirty-seven concerns in that state showed a compilation of invoices covering shipments made and of orders received on the 15th day of January, April, July and October, of the years 1904 to 1908, inclusive, of ten different companies, which compilation showed that out of 2,298 cases of duplicate shipments on the same items on same days, 2,134 showed a variation in price from 25 cents to $7.50 per thousand, and 95 showed no variation; in other words, 95.87 per cent showed variation and 4.13 per cent showed no variation.

Of the orders, out of 1,095 cases of duplicate sales of the same items on the same days, 909 showed a variation and 66 showed no variation; in other words, 94 per cent showed variation and 6 per cent showed no variation.

As evidence, in the same suit, against the charge that seventeen manufacturing companies involved conspired to limit production, figures were submitted showing that in 1903 they manufactured 5.45 per cent of the total, in 1904, 5.66 per cent and in 1905, 6.16 per cent.

PRICE AGREEMENT IMPRACTICAL

A price agreement is something that would not be practical in the distribution of lumber, for the reason that the marketing of lumber products is distinctly a merchandising proposition, and prices have to be elastic in order to dispose of surplus stocks so that the various items can be disposed of rather than held on hand and allowed to rot in the pile.

Therefore, if there were a price agreement, some mills would find it impossible to dispose of these accumulations without a loss that would more than offset any possible gain from such an agreement.

EFFECT OF STOCKS ON HAND ON MARKET PRICES

There were in 1910, according to government reports, 48,112 sawmills in the United States, and they produced in that year 48,959,000,000 feet of lumber, 35 per cent of which, it is estimated, was carried in stock on the yards of the manufacturer, which amounted to 17,135,650,000 feet. There were in this same year at least 40,000 retail lumber yards in the country that carried stocks on hand amounting to not less than 12,000,000,000 feet, making a total of stocks on hand of 29,135,650,000 feet, being equal to 59 per cent of the total annual production of all mills. These stocks have the effect of holding down the values of lumber.

The cost of production of one southern pine mill, with exceptionally good manufacturing conditions, showed an increase in total manufacturing cost of 88 per cent between 1897 and 1911, while the average price at the mill of the lumber that plant manufactured increased only 78 per cent for the same period.

The percentage of increase in the various items entering into the cost of manufacturing lumber was as follows:

	Percentage
Timber	2,500
Carrying charges 5% on timber	2,500
Taxes	666
Hay	166⅔
Corn chops	112
Mules	90 6-10
Steel rail	71
Labor	46

Increase, low-grade lumber manufactured by cutting small timber, 475%, or increased from 4% of the whole production in 1897 to 23% in 1911.

Relative to percentages of grades of lumber manufactured, especial attention is called to the large increases in low-grade lumber made, for the reason that the close cutting of timber and the manufacture of small trees and top logs into lumber reduces the merchantable lumber made:

	1901	1909	1911
Nos. 2 and 3	16%	36%	33%
Merchantable grades	84	64	67

In order that the effect of increasing production of low grade may be understood, we give the following example. In comparison of 1901 and 1911, the following percentages of grades were produced:

	1901	1911
Clear	5%	1%
Star	10	12
No. 1	69	54
No. 2	12	28
No. 3	4	5

Now, if, for example, these realized the same average mill price each year, as follows:

Clear	$25.00
Star	20.00
No. 1	15.00
No. 2	10.00
No. 3	7.00

and we take 100,000 feet in each instance and extend into total realization, we find that the percentage of grades produced in 1901 would have produced an average price in 1901 of $15.08, while in 1911 the price would be $13.90, or a lower basis of $1.18 per thousand, which might be considered as an indirect increase in cost.

COMPARATIVE COSTS AND REALIZATION

Figures show the average prices secured for lumber and their relation to manufacturing cost, and the gross profits, not including interest, sales or general expense, indicating that the per cent of operating expense to gross realization has increased and the percentage of gross earnings to realization has decreased during this period.

CONCLUSION

Before concluding these remarks, I desire to dwell upon a few of the conditions affecting the various industries.

The rapid growth of the population of this country, through immigration and otherwise, is continually plunging us into alternate periods of aggressive activity and reaction. In the past, after a period of stagnation, where the industry of the country has been awaiting the march of progress to catch up with the development, we have, all too late, awakened to find that we have not been alive to the rapid growth, and the demand for our commodities at such a time has generally exceeded our ability to supply same; consequently, we have proceeded on a rush program to increase our capacities to augment the supply in the same ratio as the demand has been increasing, but the consuming public has generally awakened before the manufacturer to the difficulty of securing their requirements and have bought during such times in excess of their needs, thereby greatly stimulating the demand and making it during such periods speculative. We have been slow to recognize this phase of the situation, and have been prompted to further large increases in our developments to take care of the demand indicated by such purchases, resulting in an over-production. When the demand has again become normal, this over-production has resulted in wasteful competition, leaving nothing for the manufacturer to do but to sit still and again await further increase in the growth of the country to absorb the increased capacity of the additional development. These periods have come up in regular cycles, resulting in depression and prosperity, each following the other as a natural sequence.

Following each period of reaction with its consequent over-production and under-consumption, we are confronted with two horns to the dilemma:

First.—The necessity of consolidation of industrial interests in large enough aggregations to bring about necessary curtailment of production, legislate values, and stop the waste of capital, raw material, and natural resources, or enter into trade agreements for the same purpose.

Second.—To allow this wasteful competition to result in the survival of the fittest.

The first situation, by reason of statutory laws, both federal and state, would be illegal and could only be accomplished, if at all, with the greatest danger, and consequently we are confronted by the second proposition only.

In our own business (the lumber industry), we have seen resultant waste of our forests by this condition, and I might say in passing, that the same situation is true as to the coal measures, and we believe that this applies not only to these two industries, but to all other large industries, generally, have recognized that by reason of these laws and having these cycles of activity and depression, the situation is unhealthy and a menace, not only to our individual properties but to each and every inhabitant of the country at large, through the great economic loss created by these conditions.

That these laws will eventually have to be repealed or modified, we know, but the great question is, when? Some means must be provided so that business may go ahead and we cannot wait until the people, through their own experience, will demand a change in these laws. We, as business men, in company with the representatives of other industries and industrial workers, must organize and co-operate together to educate the people and their representatives in Congress to the fact that in order to relieve our condition and prevent waste, we must be permitted to enter into reasonable trade agreements under proper and reasonable regulation. Such regulation should be had from a non-partisan civil service body or commission, composed of men of successful business experience, and not of professional office-seekers, and until such changes come over the body politic, we must continue as we are, wasting our resources and creating economic waste, hastening the time when higher prices must result by reason of this waste, and if we organize the representative commercial and industrial bodies of the country and proceed to educate the public, we may yet live to see the day when such constructive economic principles prevail in the direction of our governmental policies.

I would therefore urge upon this body that steps be taken by it for some regular organization which can take up the question with other similar organizations, to the end that we may have proper representation before the various House and Senate committees in Washington and in our various states, and properly present the needs of business to the representatives of the people.

The advertising committee through its chairman, A. T. Gerrans, then presented the following report:

Report of Advertising Committee

Your committee desires to make a brief report of its work during the past year.

Pursuant to the wishes of the National association delegates of the convention held in Chicago last May, your president, Mr. Griggs, named J. E. Rhodes, G. E. W. Luehrmann and myself as the committee on advertising and we were instructed to look into the proposition and be prepared to make recommendations at the earliest possible moment. After due efforts had been made to collect the paid for arguments of the substitutes for wood, we decided to make a report.

This report or brief was issued under date of June 30, although it was about twenty days later when the pamphlets were actually mailed. Your committee, in the interim occupied by the members of the various associations in studying our report and recommendations, continued their research work and the farther we dug the more necessity we saw for digging. We discovered that in our opinion, there was practically a well defined attack upon the lumber trade in general, which if not organized by and directed by the cement, steel and roofing interests, then these interests were peculiarly unfortunate in that the footprints in the mud all led direct to their doorsteps and if circumstantial evidence was of any value it convicted them in our minds of deliberately and with malice aforethought of trying to build up their business by pulling down ours. We conceived it our duty, having once put our shoulders to the wheel, to get out the second pamphlet, containing ten solid pages of "knocks on wood" in which we also placed illustrations representing what, in our opinion, were the causes of the decline in the demand for forest products and also what relative proportions one to another they bore—also we endeavored to show what in our opinion were the remedies to be applied.

This second pamphlet was issued to the members on or about October 1. About this time some of the associations began taking action and your president called upon your committee to be prepared to present the result of their investigations to a meeting of the board of governors which was held on January 4, 1912, at the La Salle hotel, Chicago. Our statements were received and discussed for several hours and a resolution accepting the recommendations of the committee and instructing said committee to proceed with the campaign as soon as $100,000 had been actually subscribed, was unanimously passed. At that time it was calculated that the favorable action of the Hardwood Manufacturers' Association of the United States and of the Yellow Pine Manufacturers' Association would obtain the minimum of $100,000 and your committee felt very much gratified when both associations voted in favor of the movement and agreed to furnish their portion of the necessary fund.

As soon as the president received the news of the favorable action of the last named associations, he notified the committee to go ahead and on March 4 the committee was called together in Chicago and there were present Mr. Rhodes, Mr. Luehrmann and myself—Geo. S. Long of Tacoma, was unable to be with us and neither was Capt. J. B. White, he having just sailed for Europe. At this meeting we contracted with the Crosby Chicago Advertising Agency to do what might be called our expert work; having gone thus far, we spent several hours discussing the rapidity with which the money would pour into the secretary's office in St. Louis. We finally decided to await the report from the secretary before actually spending the money and shortly after that date your president notified us that the manager's office was to be returned to Chicago in order that the manager might be able to take up the advertising work together with his other duties. What has been done since that time will be explained to you by the manager.

The committee wishes to thank a great many members of the affiliated associations for the kind and often strenuous and nearly always victorious efforts to help us get favorable action. The gospel of wood vs. wood substitutes has found just as strong advocates amongst the members as are on this committee. We also desire to thank the lumber press individually and collectively for the uniform cordiality with which this great movement has been received by them and also for the spontaneous efforts to help throw light upon the subject of their editorials. Their continued good offices will be appreciated and we would ask everyone interested in the lumber business to make suggestions calculated to help the cause—and above all will not every one of those present today constitute himself a committee of one to see that the members of his association send in their money—no one can pay for space in the papers, rent, printing, etc., without money, and to be absolutely candid with you, we are proud of your moral support, proud of your verbal support, but your monetary support is what we are after. We know and you know that nothing can be done without the money and we therefore ask you in all earnestness to "come across and do it now."

R. S. Kellogg made an interesting and somewhat revolutionary speech on the subject of lumber prices. The gist of the argument presented by Mr. Kellogg was that it was better to waste timber than to waste money, and that although a lumber trust does not exist, it should exist in order to accomplish the best results for one of the nation's chief public utilities. This paper will be printed in full in an early issue of HARDWOOD RECORD.

The report of Treasurer J. A. Freeman was presented, which showed expenditures in the past year of $20,470 and a balance on hand of $3,875.

Horton Corwin, Jr., of Edenton, N. C., president of the North Carolina Pine Association, made a brief address on the subject of "Co-operation." Mr. Corwin suffered from a severe cold, and hence made only a brief summary of the value of co-operation as applied to the lumber industry.

On invitation, Bruce Odell, chairman of the trade relations committee of the Michigan Hardwood Manufacturers' Association, made an address on the subject of the elements that make a successful association. Mr. Odell's forceful paper is herewith reproduced in full:

Elements That Make a Successful Association

While it is the intent of this article to deal primarily with lumber association work, the same rules and principles that apply to lumber associations apply equally to all trade associations. The function of any and all trade associations is to be of benefit or render a valuable service to the association members individually and collectively and the success of any association is measured by the value of the service rendered to its members. This matter of service is the foundation, the very life of any association, and without some valuable service rendered no association can exist very long. It is sometimes difficult to say just what that service is and to measure the value of the service in dollars and cents, as a matter of fact a service may be rendered that cannot be measured with a money standard of value and yet be of great value to the membership.

Granted that valuable service is the object of all trade associations the query naturally follows by what means can that service be rendered. In my opinion the very best means is by giving information that the individual member may not have acquired or have the facilities for acquiring. You will all grant that the life of any manufacturer is far to short for him to obtain a thorough knowledge of his business from his own individual experience. Experience is a good teacher but a mighty slow and expensive one and if one depends on his own experience exclusively he many times has only failure from which to benefit. There should exist in every association, and does exist in every really successful association, a feeling of mutual benefit, a feeling in each member that makes him willing to give the other members the benefit of his knowledge and experience.

This information may be along the line of improved economic methods of manufacture, better methods of marketing, information as to supply of stock and market demand and in hundreds of ways too numerous to mention. Part of this information may be furnished by the president, the secretary, or some committee, but each individual member should be ready and willing to do his individual part.

Economic methods of manufacture would be difficult and possibly tiresome to discuss at this time as this is one of the many elements about which the most valuable information is often obtained through the means of an exchange of individual experience, and exchange often times not made during the sessions of an association meeting or through any regularly appointed committee but more often through the discussion among small gatherings of two, three, five or more members that you often see during association meetings. These talks may take place at luncheon, between sessions or on the way to or from association meetings. The manufacturer is indeed a dull one who will attend many association meetings and return home without having received or imparted some useful information pertaining to a better or more economical method of manufacture.

We must all admit and do admit that an article must be well manufactured and economically manufactured in order to yield the most profit, but it is equally true that an article may be well and economically made and yet yield little if any profit through ignorance or careless methods of marketing. I have made the statement and can prove it by each and every manufacturer attending this meeting that many manufacturers will study and work to the limit of their ability, they will pay large salaries to competent woods and mill superintendents, they will urge them to secure more and better work from the laborers under them, they will spend thousands of dollars even hundreds of thousands of dollars for railroads, steam loaders, steam skidders, sawmills and improved machinery to save a possible fifteen to fifty cents per thousand on their logging bills, ten to twenty-five cents per thousand on their sawing bills and possibly a few cents per thousand on their yarding and handling bills, and then deliberately sacrifice from one to five dollars per thousand in marketing their product without knowing that they have done so. Two, three, five or even ten thousand dollars may not seem to them or may not be, too much to pay a manufacturing superintendent for looking after their business until it is just half done, which is to get their product ready to market and then turn it over to a sixty to seventy-five dollar a month clerk to finish, which is to sell it. Or he may take this duty upon himself as a sort of a side line to which he devotes a few days of serious thought once or twice a year.

In this item of marketing his product the association can render a service to the manufacturer that he cannot perform himself, a service that he will not get from sixty to seventy-five dollar a month clerks, a service he cannot purchase even through the means of high salaried sales managers. This service need not be rendered by the association through any unlawful combination to limit production, an unlawful agreement as to prices or by any other unlawful means, but by supplying the manufacturer with information as to supply and demand and general market conditions, information that it is absolutely impossible for him to secure for himself, information that cannot be supplied through any other source.

Members of the Michigan Hardwood Manufacturers' Association take great pride in the fact that it is recognized as a successful association, that it is accredited with rendering much valuable service to its members, and I believe that if the members were asked to name the specific service that has been of most value to them they would without exception say that it was accurate and reliable information as to supply and demand and general market conditions of their product. It is essential that each individual member contribute his share to this fund of information and then that the information be put in the right form and proper deductions made so as to be readily understood by the manufacturer and act as a guide to him in manufacturing his own product, not through any combination or agreement but through a positive knowledge of actual conditions.

This association was organized six years ago in about the same manner and for about the same avowed purposes as most other associations except that the organizers had one particular definite idea in mind. The Michigan Hardwood Manufacturers saw their supply of Michigan hard maple timber diminishing rapidly and the maple lumber selling at ridiculously low prices and many of them thought that the market was being manipulated to their disadvantage and loss. With this idea uppermost in their minds they immediately put forth efforts to get definite, accurate and reliable information as to the amount produced, how the supply compared with the demand, the amount of stock on hand, the amount sold and the amount unsold. While it was expected that this information would come through the organization it must of necessity come primarily from the individual manufacturer.

Blank forms were immediately sent to practically every manufacturer in Michigan with a request to make prompt and accurate reports and a very thorough explanation as to the object to be attained. Reports were obtained from nearly all of the manufacturers giving all the information in detail not only as to maple but all of the other northern hardwoods also. These reports were carefully compiled and sent to each manufacturer reporting and the information given appealed to the manufacturer so strongly that it was the means of securing many members that we had not been able to reach by any other method. It gave the manufacturer information he had never had before, information he could not secure of himself alone, information he could obtain through no other source than the association.

This first report was gotten out in July and another in Oct., 1906. By January 1, 1907 we had gotten a more definite idea as to just what form of report would give us the most useful information and when the January report come out it was eagerly sought, not only by the manufacturer but by the wholesaler, the jobber, the retailer and the consuming manufacturer also, all of whom were supplied with the quarterly reports long enough for them to be convinced that the information was absolutely accurate and reliable.

A quotation from the secretary's report at the January 1907 meeting of the association will give you some idea of the scope of the report. I quote as follows:

Enclosed herewith you will find the first annual stock report of the Michigan Hardwood Manufacturers' Association, or perhaps it would be more correct to call it the first end of the year report as it does not show a full year owing to the fact that our association was not organized until July thirteenth, 1906. In many respects, however, it is an annual report and one that contains information that will be of benefit to the manufacturer, the wholesaler, the jobber, and the consumer. You will find on a careful study of the report that it contains more complete and accurate information in regard to the hardwood situation in Michigan than any other report yet furnished the manufacturer.

More complete because it probably represents eighty to eighty-five per cent of all the hardwood lumber cut in Michigan; shows the amount of each kind of hardwood cut during the year 1906; the amount of stock on hand January 1, 1907; the amount of unfilled orders for 1906 stock, and the amount of the 1906 cut remaining at the mill unsold; also the amount of orders booked January 1, 1907, to be furnished from stock to be cut during the year 1907. You will note in the report of the amount of stock on hand and unfilled orders that it shows the different sizes and grades of each kind of hardwood. Information that probably no other general report has contained.

More accurate because it was made at the end of the year when every manufacturer had a complete inventory of his stock and could furnish actual figures instead of estimates. Probably more accurate than any other general report for the further reason that it is a report in which every manufacturer reporting feels that he has a personal interest.

That feeling of personal interest and that he is an individual part of the association has contributed no small part to our success. As evidence of that feeling I cite the fact that most of our quarterly stock reports contain complete reports from every member of the association and that it is very seldom that more than one or two reports are missing. As evidence of the careful accuracy of the reports, the estimate of January 1, showing the estimated amount to be cut during the succeeding year, seldom varies more than five per cent from the amount actually cut and sometimes the actual cut is within one or two per cent of the estimated cut. Stock reports, be they ever so accurate, often mean but little unless we have something by which to compare them. For this reason the older our association grows the more valuable are its stock reports. Take for instance extracts from the January 1912 report of our market condition committee in regard to No. 3 common northern hardwood among members of our association. I quote as follows:

A comparison of the total stock of No. 3 common hardwood on hand is as follows:

January 1, 1909—fifty millions,
1, 1910—seventy-four millions,
1, 1911—seventy-two millions,
1, 1912—forty-four millions, the smallest stock since 1908,

and a comparison of the amount of stock unsold shows even more pronounced differences. The total amount of unsold stock for the different years being as follows:

January 1, 1908—twenty-one millions,
1, 1909—thirty millions,
1, 1910—forty-three millions,
1, 1911—forty-two millions,
1, 1912—seventeen millions, the smallest stock of No. 3 common remaining in the hands of manufacturers unsold in the history of the industry except the year 1907, a year that none of us expect to see repeated.

With the subject shown up in this way by facts and figures in which every member has the fullest confidence, is it necessary to form any combination in restraint of trade or even tell the manufacturer that he can get better prices for his No. 3 common hardwood? The wholesaler and consumer may make the statement that the woods are full of it and that they can get all they want at the same old price but if the manufacturer has full confidence in the accuracy of the association reports, how much is he influenced by the statements of the wholesaler and consumer. As a matter of fact many of the wholesalers and consumers have as much confidence in our reports as we ourselves.

Having these stock reports and market conditions committee reports as a nucleus from which to work, our association has reached out for the other things that may in any way prove of value to its members—covering hemlock lumber, hemlock bark, rules for grading hemlock, uniform sales customs, recommendations to the National Grading Association of desired changes in the rules for grading northern hardwoods, the organization of a Forest Fire Protective Association and many other details too numerous to mention. Our efforts always have been along the line of education and information and to get the members to report and attend meetings.

The matter of attendance is an important and necessary one, as no member can secure the full benefit of an association without attending the meetings and taking an active part in them. You may have an able president, an efficient secretary and good committees, but the real work of an association must be done by the individual members. The secretary may render a very complete detailed report of the meeting but there is something, call it spirit or what you will, in association work

that no secretary can. stick and report and the member who stays at home misses all of this In fact a member will secure benefit from association work just in proportion to the part he takes in the work and the service he renders the association. It is a well-known fact that the bulk of association work nearly always falls to the lot of a few earnest workers, but they seldom complain for the reason that the extra work they do gives them an insight into the general workings of the association and they derive a benefit that the "stay at homers" can never attain. You will nearly always find the "knockers" among the members who seldom attend meetings.

There should be a sort of unwritten law in all associations, "Boost if you can, but if you can't boost, don't knock." There really is no room for a knocker in any association—he belongs on the outside, and the sooner you get him there the better it is for your association.

If I were asked to criticise most associations, I should criticise along the line of undertaking too much, getting too many irons in the fire, dropping things unfinished and having too many loose ends to gather in. These things are just as undesirable from an association standpoint as from the standpoint of an individual business.

It is necessary of course to have a good executive at the head of an association as president. He should not be selected from the standpoint of his personal popularity, the size of his purse, the magnitude of his business, because he is next in his line, because of a desire to convey an honor upon him or for any reason other than his qualifications to make him a successful head or leader for your association.

A paid secretary, is necessary, one selected for his ability to do the detail work, one with some initiative if he can be secured, and it should be his duty to gather all the information possible that may in any way be of service or benefit to the association. This information should then be compiled and condensed in a comprehensive manner for the use of the officers and committees. I do not think he should make deductions or draw conclusions from this information, as that is the function of the committees selected for that especial purpose and for that reason they probably are better qualified to do so.

Members of the different committees should be selected with a view to their qualifications along the line of work on which they are to report, men who are earnest, persistent, consistent workers, men of good judgment whom you know are finishers. Committees should meet long enough in advance of the association meetings so as to have time to study their subjects thoroughly and deliberately and then report the same in a forceful, intelligent manner to the association.

Be not hasty in criticising or amending the reports of the committees, as they should have had more complete information and should have been more deliberate in reaching a conclusion for their report than it is possible for you in the course of the meeting. Most association work should be done through the different committees, as, according to the old saying, "Large bodies move slowly," to which should be added, "and seldom accomplish much." So many times in a meeting of a large number of members, the discussion is so long drawn out that every one becomes weary and impatient and finally adopt something to bring the discussion to an end and in this way often commits the whole membership to some fool thing that not one of them would favor after a careful, deliberate study of the subject, such as would ordinarily be given it by the committee appointed for that purpose.

The membership of an association should not be so numerous, or the territory of interest so large as to make the association cumbersome or the interests too diversified. Nor should the membership be so few or the territory of interest so small as to make the expense burdensome to the membership or the unit of interest too small. A lumber association should cover a territory of considerable magnitude if possible to do so and have each member producing about the same kinds of lumber so as to have a membership of practically identical interests. If organized in this way whatever is of interest or benefit to any one member is of equal interest or benefit to each and all of the other members and insures harmonious work.

In conclusion, I can say that successful association work must be conducted along the same lines as a successful business. It must be fair, honest, earnest, industrious and resourceful in efforts to improve methods and conditions.

J. B. Conrad of Glenwood, Fla., president of the Georgia Florida Saw Mill Association, told in brief the history of his organization and the good work it is accomplishing.

The meeting adjourned for the day.

WEDNESDAY SESSION

The Wednesday morning session was called to order by President Griggs at 9:30.

Samuel J. Carpenter of Winnfield, La., president of the Yellow Pine Manufacturers' Association, delivered a timely and forceful address on the subject of the "Adverse Conditions Affecting the Lumber Industry." An abstract of this interesting discourse will appear in an early issue of HARDWOOD RECORD.

A. T. Gerrans, in the absence of President Wilbert of the Southern Cypress Manufacturers' Association, made a brief review of cypress conditions at the present time.

E. A. Cooper, secretary of the Western Pine Manufacturers' Association, on behalf of President R. M. Hart, told what his association was accomplishing.

President Griggs then revealed the history of the West Coast Lumber Manufacturers' Association and gave many interesting facts pertaining to lumber affairs on the Pacific coast.

Secretary George K. Smith read a paper by George X. Wendling, president of the Pacific Coast Sugar and White Pine Manufacturers' Association, giving a history of the workmen's compensation and employers' liability legislation that had recently prevailed in the West.

George H. Holt of Chicago was then introduced and entered upon a discussion of the "Fire Hazard Attack on Lumber." Mr. Holt's address was most interesting and followed very closely the line of argument that he presented at the recent Louisville convention of the National Wholesale Lumber Dealers' Association, which has already appeared in HARDWOOD RECORD.

The chair announced that a paper by J. J. Donovan of Bellingham, Wash., owing to the absence of Mr. Donovan, on the subject of "Development of Cut-over Lands," would be omitted from the program but would appear in the official report of the meeting.

On behalf of McGarvey Cline, director of the Forest Products Laboratory at Madison, Wis., H. S. Betts read a very interesting paper on the subject of "Lumbermen and Wood-using Industries." This paper will be printed in full in an early issue of HARDWOOD RECORD.

P. S. Ridsdale, executive secretary of the American Forestry Association, publisher of the magazine American Forestry, was then introduced and gave an interesting exposition covering the work of the American Forestry Association, and invited co-operation of the members of the National Lumber Manufacturers' Association in this movement.

E. A. Sterling, president of the American Wood Preserving Association, was introduced and made sundry suggestions to lumbermen toward co-operation with his organization in supplying wood materials suitable for handling through the creosoting process.

The report of the auditing committee was then presented and the accounts of the association were approved.

The committee on resolutions then made its report in the following series of resolutions, which were unanimously adopted:

Report of Resolutions Committee

AMENDMENT TO SHERMAN ANTI TRUST LAW

WHEREAS, American citizens engaged in trade with other countries are often compelled to sell in markets under conditions controlled by trusts or combinations, but are themselves prohibited by our Sherman anti-trust law from effecting a combination in restraint of trade among the several states or with foreign countries, thereby being compelled to act individually when dealing with powerful combinations, which condition is inequitable and burdensome to legitimate export trade in many lines; we, therefore, request Congress of the United States so to amend the Sherman anti-trust act in the above respect that associations and combinations, not having to do with domestic trade, may, under proper restrictions, be formed for the purpose of engaging in trade with foreign countries.

PANAMA CANAL LEGISLATION

While the Panama canal was primarily built for the defense of the coasts of the United States, it was, nevertheless, in fulfillment of plans for the development of the world's commerce and more especially for the commerce of the United States. Therefore, so far as it can be done without violation of solemn treaties, laws and regulations for the government of the canal should be so framed as to serve to the highest extent possible the development and welfare of this country which is building the canal.

But since the laws of the United States relating to shipping and navigation place a handicap upon American ocean-bound shipping thereby if the canal be opened on absolutely even terms to all flags without any discrimination in favor of any American ships, the canal will prove to be of greater proportionate benefit to foreign countries than to the United States. Therefore, we petition Congress of the United States in framing laws for the government and operation of the canal to open the canal free to American ships engaged in our coastwise domestic trade, believing that thereby the development of our shipping will be encouraged and trade between the two coasts will be conducted more economically and the development of the natural resources of the two coasts will be greatly stimulated, whereas without such discrimination in favor of coastwise trade of the United States, the operation of the canal will especially

conduce to the development of the resources of the countries to the North and South of the United States.

CONTROL OF FLOODS IN THE MISSISSIPPI RIVER AND ITS TRIBUTARIES

WHEREAS, The loss of life and property during the present floods in the Mississippi river and its tributaries has been unprecedented and has produced a condition with which local or state resources are unable to cope either in relief to the scores of thousands of people who have lost their homes and livelihoods or promptly to restore the territory affected to productiveness; therefore, the National Lumber Manufacturers' Association in convention assembled does most earnestly urge upon Congress the immediate adoption of all wise and generous relief measures, and, further, to assure, so far as Congressional action may, the restraint, under wise counsel, of the great central rivers so that the present disaster may never be repeated; and we urge upon our membership and lumbermen everywhere to give support to their representatives in Congress in the adoption of wise, far-seeing and prompt measures of relief and of precaution for the future.

RESOLUTIONS OF THANKS

The thanks of the association are hereby extended to the officers who have so faithfully and diligently served it during the past year, and especially to the president and to the members of the advertising committee for their faithful and intelligent handling of the matters entrusted to their care.

We also extend our thanks to the committee on memorial to James Elliott Defebaugh for their self-sacrificing services which they have performed at much cost of personal time and expense, resulting in the dedication on May 5 of the memorial window in the Forty-first Street Presbyterian Church of Chicago, and especially thank L. K. Baker of Ashland, Wis., chairman, and C. A. Bigelow of Bay City, Mich., secretary of the committee.

The association extends its thanks to the lumber trade papers which have so loyally supported its plan for a general advertising campaign in behalf of wood and wishes thus to express its appreciation of the broad attitude taken by these papers in regard to a matter which from a narrow viewpoint might seem to be inimicable to their interests.

IMPORTATION OF INJURIOUS INSECTS

WHEREAS, Many of the insect pests and plant diseases, inflicting untold losses upon the forests and agriculture of the United States, have been imported from other countries and now are being imported, causing the expenditure of millions of dollars by the national government, states and municipalities for their control; be it

RESOLVED, That we urge the adoption of the bill now pending whereby no importation of nursery stock, cuttings or any other articles or material by which these pests are introduced in the United States be made except under direct and full control of the Agricultural Department.

UNITED STATES CONSULAR AND DIPLOMATIC SERVICE

WHEREAS, It has long been recognized that in many cases posts in the Consular and Diplomatic service of the United States are often filled by men not properly qualified for such positions, and as the representation of our commercial and diplomatic interests abroad requires special training or special experience; therefore, we support the movement toward placing under Civil Service regulations the Diplomatic and Consular service of the subordinate classes, so that appointment to them may be made only upon federal examination as to the qualifications of appointees and that promotions may be made on a record of merit duly ascertained, and urge upon the Congress of the United States the adoption of measures looking to this improvement and safe-guarding of our national representation abroad.

AMERICAN FORESTRY ASSOCIATION

WHEREAS, The American Forestry Association is maintained as a voluntary public service organization to further the perpetuation and better use of our forest resources; and

WHEREAS, It is the only organization which reaches and appeals direct to the public in a popular way regarding forestry and lumber matters, and maintains for this purpose a monthly magazine known as "American Forestry;" and

WHEREAS, The lumber industry as a whole is keenly interested in forest conservation and in means of acquainting the public with the problems of fire protection, forest taxation, freight rates, legislation, and conservative management and reforestation; be it

RESOLVED, That the National Lumber Manufacturers' Association endorses the work of the American Forestry Association and pledges its support to the cause; and be it further

RESOLVED, That each member of the National Lumber Manufacturers' Association be urged to affiliate with the American Forestry Association by becoming a member thereof and subscribing to its magazine.

MILLING-IN-TRANSIT

WHEREAS, The attitude of the Interstate Commerce Commission indicates that it is about to surround the milling-in-transit and concentration rates with so many restrictions as to make them of no practical use to lumber and box shook manufacturers, and which, in addition, will undoubtedly result in higher rates on logs from woods to sawmills; be it

RESOLVED, That it is the sense of this meeting that the secretaries of each of the affiliated associations be asked to secure at once from their members information and arguments and compile the same into a statement to be presented to the Interstate Commerce Commission at the special hearing granted lumber and box shook manufacturers to be held at Louisville, Ky., July 17, 1912, either in the form of a brief or by having members appear before the commission to give evidence showing the reasons why our industry should be granted a low concentration rate on mill refuse, cull lumber and logs for manufacture by box shook and sawmill concerns, and that concentration rates on logs, mill refuse and cull lumber for manufacture are not and should not be considered as milling-in-transit rates.

NATIONAL CHAMBER OF COMMERCE

WHEREAS, At the suggestion of the President of the United States and upon the invitation of the secretary of Commerce and Labor, there assembled in Washington, Apr. 22, seven hundred or more representative business men from all parts of this country for the purpose of forming a national commercial organization, whose function should be to co-operate with and advise the government departments upon matters affecting commerce and industry, as a whole; and

WHEREAS, As a result of the deliberations there was organized The Chamber of Commerce of the United States of America, whose purpose as stated in its constitution is as follows:

The object of this association shall be to provide a national clearing house for the development and consideration of business opinion, and to secure united action upon questions affecting the commercial interests of the United States. Only questions of national importance shall be considered.

and whose membership shall consist of commercial and manufacturing organizations identified with the various trades industries and sections of the country; and

WHEREAS, We feel that there should be a closer relationship between the commercial interests and the department of the government created especially to advance them and that this can only be done through organized effort and the creation of a semi-official body with which the government can consult; therefore

RESOLVED, That the National Lumber Manufacturers' Association hereby commends the action of President Taft and Secretary Nagel, and requests the board of governors of this association to take such action as may result in this association becoming a member of the Chamber of Commerce of the United States.

RESOLVED, SECOND, That we recommend to each of our affiliated associations that they become members, thereby increasing the usefulness of the Chamber of Commerce, and affording them the opportunity to express themselves on national problems affecting the lumber industry.

Following this report, on motion of J. B. White, a supplemental resolution was introduced and adopted renewing the association's belief in the integrity of Edward Hines and congratulating that gentleman on his complete vindication from charges of corruption in connection with political affairs.

The nominating committee then made its report recommending the re-election of the officers whose terms of office had expired, and on motion the following officers were re-elected:

E. G. Griggs, President, Tacoma, Wash.
R. H. Vansant, Vice-president, Ashland, Ky.
J. B. Conrad, Vice-president, Glenwood, Fla.
R. H. Downman, Vice-president, New Orleans, La.
J. A. Freeman, Treasurer, Pasadena, Cal.
George K. Smith, Secretary, St. Louis, Mo.
Leonard Bronson, Manager, Chicago, Ill.

The election of the board of governors was then taken up and with very slight changes this board was re-elected. The new roster is as follows:

Wm. Irvine, Chippewa Falls, Wis.
W. C. Landon, Wausau, Wis.
C. A. Bigelow, Bay City, Mich.
W. A. Gilchrist, Memphis, Tenn.
John M. Gibbs, Norfolk, Va.
F. E. Waymer, Jacksonville, Fla.
J. B. White, Kansas City, Mo.
A. T. Gerrans, Houma, La.
R. M. Hart, Coeur d'Alene, Idaho.
Lloyd J. Wentworth, Portland, Ore.
George X. Wendling, San Francisco, Cal.
Edward Hines (ex-officio), Chicago, Ill.

Lewis Doster, chairman of the credential committee, made a report showing the number of delegates affiliated with each of the associations. His report was accepted.

On motion, agreeable to previous legal notice, the constitution and by-laws of the association were amended to legalize the employment of three vice-presidents in connection with the association.

President Griggs made a brief speech of thanks on his own behalf and for the other officers re-elected, and after a vote of thanks was tendered to President DeLaney of the Hardwood Manufacturers Association and to the Sinton Hotel for the many courtesies received by the association at their hands, the meeting was concluded by an address by R. A. Long of Kansas City, which will find space in an early issue of HARDWOOD RECORD.

ARTICLE FIFTY-EIGHT

CEDAR AND UTILITY CHESTS

For a great many years, probably as far back as memory can go, the cedar chest has been regarded as an adequate means of protecting clothing from the ravages of moths. No old home is complete without its cedar chest, and it is a remarkable fact that those boxes, some of them half a century old, still retain the fragrance of the oil in the knots and to a lesser extent in the wood itself. It is this property of cedar which has always rendered it not only popular but necessary as a material for the manufacture of chests for storing clothing. Our forefathers, however, made the mistake of failing to comprehend that a cedar chest was of little value for this purpose unless it was made absolutely air-tight; that moths could penetrate and thrive even in the pungent air on the inside of the chest with the aid of a very small circulation of fresh air. It has been only during the last five or six years that any general attempt has been made to combine a high class of workmanship and ornamentality with the utility of the old cedar box, and the Roos Manufacturing Company of Chicago is probably the pioneer in the manufacture of ornamental cedar chests. This company has manufactured cedar chests of a high type of workmanship, of an extremely attractive appearance, for the last six years, although the transition from the old style of ordinary cedar box with the loose fit ting cover which was usually relegated to the attic or the cellar has been gradual.



MODERN STYLES OF CHESTS

There are now a considerable number of concerns throughout the country who are manufacturing high-grade chests, most of which would be suitable articles of furniture, and they probably consume in excess of 5,000,000 feet of red cedar of the Tennessee variety annually. This stock sells for from $40 to $100 a thousand feet. In fact, the remarkable increase in the production of cedar chests, due to their more attractive designs, has resulted in the creation of a very considerable industry. The chests are purchased in all parts of the country within limitation of freight rates. This question has become a serious one with the manufacturers, as the railroads have failed to analyze this condition in the industry or to apply rates commensurate with the importance and character of the shipments. However, this is a question which will be worked out as the business demonstrates its importance.

The purchase of cedar lumber is not at all along the lines of ordinary lumber transactions. Cedar suitable for the manufacture of chests comes entirely from Tennessee, and the supply is rapidly being cut off. The early settlers in Tennessee built their homes and cabins of cedar logs, which have resisted the ravages of the elements without any apparent deterioration. Formerly no well constructed southern home was complete without cedar floors in the kitchen and the porches. So great has the demand for this wood become of late that some of these fine old buildings have been depleted of their cedar to satisfy the demand. Much of it has been shipped to Germany and other foreign countries, and returned to us in the form of lead pencils. Another considerable source of supply is the old cedar rail fences which occur in that country in abundance. Some farmers hold fortunes in such fences. There is an instance on record of one farmer who disposed of his fence rails for $15,000 after he had signified his readiness to sell his farm, fence and all for $8,000. A recent census of the situation revealed the fact that during the past year the American Pencil Company paid farmers of the Murfreesboro section of Tennessee $200,000 for old rails.

The ordinary cedar chest is made of three-quarter-inch stock. Of course it would be an impossibility to secure cedar lumber of sufficient width to form a side, end or cover, so it is necessary to glue up strips of from two to six inches in width and cut them out to suit requirements. The contrast of the white sap with the red heart-wood gives the box a somewhat gaudy appearance if considerable care is not taken in cutting to eliminate as much of this white sap as possible. One prominent company manufacturing cedar chests makes a specialty of eliminating practically all of the sap from the outside of the boxes. Its idea is to leave in only enough to form a suitable contrast to the beautiful color of the heart without making the sap at all conspicuous. As a result there is a great deal of waste, most of which is entirely unusable, although quite a little of the small stuff is utilized in making brackets and ornaments for the more fancifully designed chests.

On account of the brittleness of cedar it is impossible to resaw the stock satisfactorily, and therefore it becomes necessary to buy the lumber in the thickness that is ultimately intended to be used.

The process of manufacture of the cedar chest is a straight cabinet-making proposition. As before stated, the lumber is cut into the desired lengths and is then glued up in automatic clamping machines. The panels are edged to the exact dimensions and sanded before going to the cabinet maker. All well-made cedar chests are tenoned so that the cabinet maker only has to fit them accurately together and nail the various sides in place. After passing through the cabinet maker's hands, they are finished in some cases in the natural color, and sometimes mahoganized. It is only the cheaper grade of boxes which is mahoganized, and the reason for their being stained in this manner is that the concerns making them are not particular in cutting out the white sap, and consequently have to stain the whole box in order to cover up its conspicuousness. The manufacture of these chests gives a considerable opportunity for a variety of designs and workmanship. In fact it is an industry which depends for its growth more upon new designs than any other one factor. The Roos company has probably turned out more original designs than all the others together.

While the majority of ordinary utility boxes, such as shirt-waist boxes, skirt boxes, etc., are made of pine lumber, there

is one Chicago concern which makes all of this type of box of basswood. The reason for this is that the basswood box makes a much more attractive and staple piece of furniture than the box of pine. The whiteness of the wood and the beauty and evenness of the grain, also the excellent finish which it will take, make it a receptacle in which no housekeeper need hesitate to place her most delicate articles of clothing. The manufacture of this line of goods is also more or less of recent date, but this company states that it alone consumes in this line half a million feet of basswood annually. The lumber is bought in grades of No. 1 and first and second, and in 1½" and ⅜" thicknesses. In the smaller boxes, where the thinner stock can be used, this lumber is resawed, but usually the full thickness of the board is utilized.

The process of manufacture of the basswood chest is somewhat different from that of the cedar chest, in that the basswood usually does not show on the outside, hence is put together and finished in a different manner. The original process of cutting to the proper size of the tops, sides and ends, is similar to that of the cedar chest, and the various panels are glued up in the same manner. But there is a great variety of finishing in the utility boxes, the most popular of which is to cover the sides and top with a high-grade Japanese matting, and to put a trim of some contrasting wood around under the edge of the cover and at the bottom. This matting is occasionally used on the outside of cedar chests also, but it is not a common style. Such combinations as basswood chests, matting-covered with quartered oak trimmings or mahoganized trimmings, or even with birch or basswood trimmings, are the most common. The inside of the box is well polished, and is extremely inviting for storing delicate articles. In fact, the old process of manufacture has been placed upon a high standard of quality even down to the minutest detail of construction. The change from the old cedar box to the modern cedar chest or basswood or pine utility box has been a complete transition.

An inspection of the factory of the Roos Manufacturing Company demonstrated that the cause of conservation in this country is being supported in a great many ways entirely unknown to the outside world—in fact, the only conservation which will be practiced on a broad scale in this country for some years to come—namely, complete utilization of products, is in active operation in a great many plants. This company utilizes all its waste wood for the manufacture of curtain pole accessories such as brackets, curtain pins, ornamental knobs, etc. It undoubtedly makes a financially successful proposition out of the manufacture of these articles.

Use of Steam in Lumber Drying

The following letter is from a well-known student of all phases of lumber affairs, and is quoted in full:

Louisville, Ky., May 1, 1912.

Editor HARDWOOD RECORD:

The elaborate article on the evolution of lumber seasoning printed in a recent issue of HARDWOOD RECORD, has aroused new interest in the subject of steam and its use in lumber seasoning. Steam has been used more or less for a good many years and in various ways to assist in seasoning lumber, and some of the results obtained by different experimenters with the idea should be of particular interest right now.

That steam will hasten drying is the universal opinion of all who have used it, whether in connection with kilns or as a separate treatment. And that steam tends to render more uniform the color of oak there seems no question. Also the effect of steaming is to reduce the tendency of the wood to swell and shrink with changing conditions of moisture after it is dry. Evidently it dissolves and carries out, or to a better distribution, some of the sap matter that is a factor in this swelling and shrinking at the same time that it dissolves and distributes the coloring matter, thus giving the wood a more uniform color.

One man who has experimented quite extensively with lumber steaming says that it will undoubtedly make oak more uniform in color but it makes it darker in so doing. This is a feature that he has paid particular attention to because he makes parquetry and fine flooring that often calls for wood in the natural light color. Where a stained or treated effect is wanted, he finds that the use of steam, and ammonia added, will give better results than can be obtained by either staining or fuming in the regulation way. But people wanting the natural oak in fine floors complain that it is too dark after it has been treated to a steam bath.

This would hardly be an objectionable feature in furniture lumber, for most of it is stained somewhat darker than the natural color in the finishing process. And it certainly offers the advantage of a more uniform color tone in the lumber.

If we are to accept the idea that steaming tends to darken oak, while rendering it more uniform, it naturally follows that veneer, cut on either a rotary machine or a slicer, is slightly darker, and more uniform in color than the sawed article, for either steaming or boiling—which is practically the same thing—must be resorted to in preparing the stock for cutting. Is this a fact? It is at least an interesting question for the trade to seek the answer to. It also serves to recall the fact that there was a time when the veneer cutters dipped their freshly cut fine oak veneer into an acid bath to prevent it turning dark, or "staining." This was practically discontinued with the advent of the modern veneer dryers.

The superficial steaming of lumber as a preparatory process for drying is a feature in several types of dry-kilns, both for pine and hardwood. This steaming is more in the nature of a steam bath, as it is without pressure. Sometimes an effort is made to inject a little pressure into the work. Steam boxes have been built pretty much on the order of the steaming boxes for stave bolts, or those used in preparing blocks for the veneer machine. But the amount of pressure obtained is practically nil. When we get real pressure, and count the square inches in a door opening of such a steam box, it is easy to demonstrate by a little figuring that it is not practical to get pressure and hold it with any such arrangement.

The question of pressure is an interesting one that the article mentioned in the beginning of this did not make clear. Moderate pressure was spoken of, but no exact figures given. It is a difficult thing to get pressure with your steam and have at the same time a door big enough to run trucks in and out. This has been the trying problem with many steaming-under-pressure ideas. And if steaming under pressure has distinct advantages over the steam bath there will likely be some more trys at solving the problem.

One man who treats lumber under real pressure (the same man that insists that steaming oak darkens it) has dispensed with the door idea and gets his lumber into and out of the steam boiler by the tedious process of passing it through a large size manhole. Manifestly that is too much trouble and expense as a general proposition in seasoning lumber. It has other specific reasons in this case. It is used as a means of treating oak to get "fumed" and other stain effects, and it is used on mahogany to deepen and uniform the color. Other things are used along with the steam—ammonia being the most common—but it is claimed that the steam alone will darken the tone of oak and deepen the color of mahogany. The steam is used under pressure running up to fifty pounds, but is not always kept that high. After the steaming, which is of about six hours duration, the stock is taken to the dry-kiln and dried.

Some other woods than oak and mahogany have been experimented with, but the experimental work is young yet and there is much to be brought out in the future. One experiment demonstrated that our white walnut or butternut when treated comes out with a beautiful mahogany color, and a figure that goes well with it. It seems likely that red gum may be deepened in color tone by this treatment, and there may be many new possibilities.

But do not forget that this was a matter of pressure that called for a regulation manhole and cover, a pressure that it does not seem practical to handle in connection with doors big enough to take in trucks loaded with lumber. So it is a matter of special processing rather than a matter of assisting the drying process.

There is a modern method used by tight barrel makers that is a strong object lesson on how steam, even without pressure, assists in drying and joinery. The steaming is done in a closed top rectangular tower, with the only openings being at each side at the bottom for putting in and taking out the barrels. The barrels are

carried by special conveying machinery up one side and down the other, the trip being timed to give the wood a thorough steaming by the time it returns for discharging. These barrels are immediately trussed up and then turned over a fire to dry. The heat of the steam assists enough that it is only a matter of minutes to turn the barrels out dry.

There is no question that steam assists in drying; there seems no question that it makes the color more uniform, but there may be some question of color effect, and there is a question of pressure that enters, and that might well have a thorough airing.

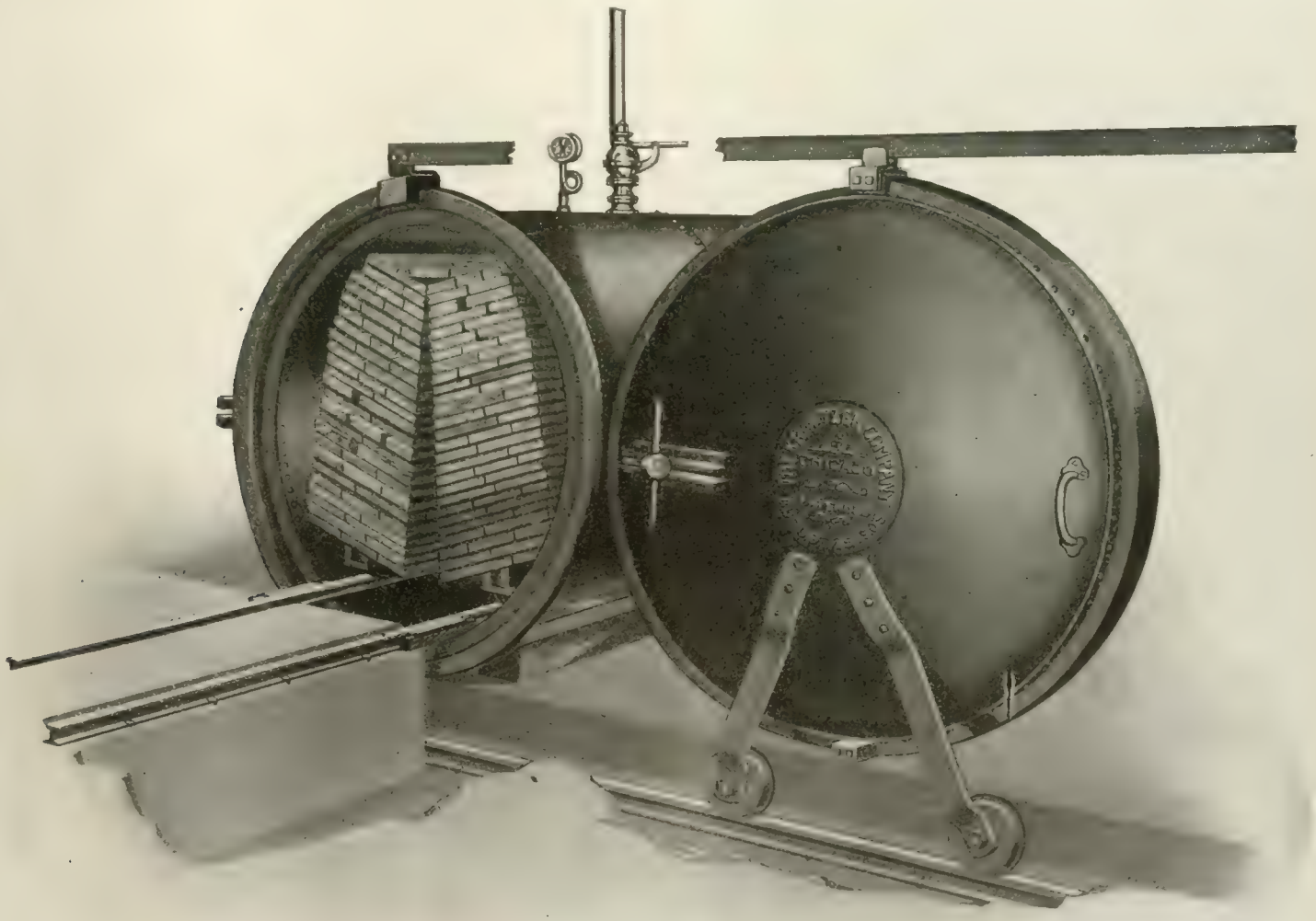
The article referred to entitled "Evolution in Lumber Seasoning," was published in HARDWOOD RECORD of April 10, and perhaps did not go into details as much as it should for a thorough understanding of this important evolution in lumber seasoning, which promises not only to revolutionize the entire practice of rendering lumber suitable for use, but probably marks an epoch in lumber history of a reduction in cost between the mill and the loaded car, that, depending on size of operation and conditions, will run from two to four dollars a thousand feet.

Referring to the letter above quoted. The writer is absolutely right in the statement that the employment of steam under pressure renders the color of oak and many other woods more uniform and also reduces the tendency of the wood to swell and shrink with subsequent changing atmospheric conditions. The writer's observation that oak is materially darkened by the process of steaming under pressure may be true, but it is not true unless the wood is subjected to unnecessary pressure and to a much longer time in the steam cylinder than should be employed in proper treatment.

Plain red oak, for example, which is a wood showing much variation in color, should in 4/4 thickness not be subjected to more than twenty pounds pressure, and not be left in the cylinder under pressure more than ten minutes. The result of this kind of treatment will be that the color of the entire load will be very uniform but will not be darkened. The wood when blown out in the air, or kiln-dried will be of such a uniform tone as almost to indicate that every board came out of the same tree.

Long experience of those competent in steaming lumber under pressure indicates that twenty pounds pressure is the right one to attain the best results on most varieties of lumber, but that the time in which the lumber is steamed should be varied from five minutes to as high as not to exceed thirty minutes in various kinds and thicknesses. It must be borne in mind that the fibre of the wood should not be pulped or its strength in any wise impaired by the process of steaming under pressure, and twenty minutes pressure for a limited time will not pulp the fibre or impair the strength of the wood. As a matter of fact this process has been successfully employed for more than five years by a producer of the very highest type of maple flooring, a wood notorious for taking on objectional stain and color. The experience of this house in steaming maple has been that it has not darkened the color of the wood or impaired its quality in any particular, but rather the texture and working qualities have been improved.

Steaming wood under pressure, and steaming it without pressure or boiling it in water, should not be confused in the minds of anyone. The writer is wrong in the statement that it is practically the same thing. Steaming without pressure, or soaking wood in water is a superficial process, and of necessity the outside of the



THE KRAETZER PREPARATOR WITH PATENTED DOOR OPEN

piece is steamed or soaked more than the interior. On the contrary, steaming under pressure means that the steam is forced to the very center of every piece of lumber, and in a quick steaming process the same result obtains in the center as on the outside.

Perhaps as an explanation of this it may be well to state exactly what steaming lumber under pressure accomplishes. It simply explodes or slits the cells of the wood, and gives the water, sap, albumen, tannic acid, sugars, starches, etc., that have contributed to the growth of the tree, an opportunity to quickly evaporate and escape from the wood fiber, which results in promptly seasoning the lumber either in the open or in a dry-kiln.

The Kraetzer Company, 537 South Dearborn street, Chicago, manufacturer of the patented preparator referred to in the article published in HARDWOOD RECORD, is a thorough believer that the greatest value of a dry-kiln is for a final drying process to be applied to thoroughly air-dried lumber, and is not particularly advantageous in the handling of green lumber. This company finds that lumber steamed immediately after it leaves the saw can be dried out in the air in a time hitherto unknown in lumber manufacturing practice. In good drying weather three-eighth inch gum has been blown out to shipping dry shape in five days; three-quarter inch gum in ten days, and four-fourths gum in twelve days. The time required for the blowing out of oak lumber to a satisfactory shipping dry condition is somewhat longer, but it is held that one-inch hardwood lumber of any kind can be steamed and dried out in good shipping condition within thirty days without the use of a dry-kiln, and that thicker or thinner lumber can be satisfactorily handled in proportionate time.

The question the writer makes that it is a difficult thing to get steam pressure on a full truck of lumber, and at the same time have a door big enough to run the load in and out, shows that he is not familiar with the Kraetzer preparator, illustrated in connection with this article. This cylinder takes a truck load of lumber, varying in amount in accordance with length and thickness, of from three to nearly six thousand feet at a charge. The door of the apparatus can be opened or closed by one man in ten seconds, and it forms an absolutely steam-tight joint on which a pressure of more than one hundred pounds can be employed if it were necessary. It will be noted that the door of this apparatus opens and closes very similarly to that of a roller-hung barn door, and that half of the rim carrying the gasket is attached to one side of the shell, while a similar and reverse gasketed rim is attached to the other half of the door. When the door is closed the higher the steam pressure the tighter is the steam joint. Of course for general commercial use the handling of lumber into a steam cylinder through a manhole would be such a tedious and expensive task as to preclude such a method. However, through one Kraetzer preparator 10,000 feet of miscellaneous thicknesses and lengths of lumber can be handled hourly. In other words, it has a capacity in ten hours of 100,000 feet.

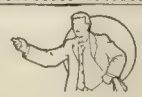
The apparatus requires no supplemental steam plant, because the ordinary sawmill boiler is capable of supplying the small necessary quantity of steam without pulling down the boiler pressure more than a few pounds. The system of piling shown in the illustration is not one generally employed, but this particular truck was shown loaded in this fashion for the accommodation of three-inch oak flitches, which it was designed afterwards to handle through a particular type of dry-kiln. Usually the trucks are loaded the same as an ordinary dry-kiln truck, and after the lumber is steamed, are run out on storage tracks for air drying. Of course, it is possible and logical that wood may be darkened in an equipment of this sort, but if it is darkened without the aid of ammonia or other chemicals, it is done by such an excessive steam pressure or time of steaming as to make it more than likely that the wood fiber is impaired in strength. Hence steaming lumber under pressure is a process to be handled with care and skill, so that there may be a surety that the quality of the wood is improved rather than deteriorated.

Manufacturers interested should bear in mind that there is nothing new in the general proposition of improving the quality and reducing the time for seasoning lumber involved in steaming it under pressure. All there is new about the Kraetzer preparator is the patented door, which renders possible the handling of a full truck load of lumber at a charge quickly and cheaply; and the schedule established by the company for knowing exactly the proper time and pressure to give each kind and thickness of wood to attain the best possible results in subsequent seasoning.

The Kraetzer apparatus has now been installed by several lumber manufacturing houses, and in every instance it has proven a distinct success. The company now has orders on hand for several more installations, and it is thoroughly believable that this system of handling lumber from the saw to the car will very speedily come into general use among manufacturers of all varieties of lumber.



Tales of the Trade



HE DIDN'T WIRE

About a year ago G. W. Everts of the Payson Smith Lumber Company, of Minneapolis, while on a trip through Illinois, was spending the night at Rock Island. After he had retired he heard voices in the next room and noticed that the name "Joe Cannon" was frequently mentioned. From the drift of the conversation, which Mr. Everts claims that he could not help overhearing, he decided that he was learning a great many of the political secrets of one of the great statesmen of Illinois, which were not to be found in the newspapers or magazines. He did not find it difficult to keep awake until about one o'clock in the morning; in fact, lay awake an hour or two later trying to decide whether to telegraph the news to the Chicago American or Collier's.

Strolling up to the desk the next morning, Mr. Everts remarked to the clerk, "I see we have quite a prominent politician with us."

"Who is that?" replied the clerk.

"Why, Uncle Joe Cannon."

"Not that I know of," said the clerk, "but I will see," and immediately looked over the register. "Can't find him, sir; guess you have made a mistake."

Mr. Everts was not satisfied until he had looked over the register himself and discovered the name of "Joseph Gannon," who, it seems, is a leading politician in that section. He decided then that no conversation would be accepted by him as authentic unless directed to him in the first person, accompanied by a photograph of the speaker, properly sworn and attested to.

HEADS OR "TALES?"

A few months ago, when on a trip to Chicago, A. C. Bohn of the Waldstein Lumber Company of St. Louis (affectionately known by the trade as "Aleck,"), was walking with a couple of friends when they passed a very high building. Aleck, happening to glance up, saw the head of a horse protruding from a fifteenth story window. The animal was used in that part of the building for hauling material and was calmly gazing out over the city trying to locate either a fire or get a glimpse of a haystack on the old farm.

"Look at that horse!" exclaimed Aleck.

"What horse?" said one of his friends.

"Why, don't you see his head sticking out of that fifteenth story window?" replied Aleck.

"No horse there that I see," and this was solemnly sworn to by the other men of the party. Several bystanders became interested and at a wink from the ringleader of the bunch, Aleck swears that every member of the crowd swore that there was no horse in sight. He and his friends, followed by the crowd, walked up and down the street arguing the matter, but not being able to come to an agreement, they visited the proprietor of the building, who positively stated that to his best knowledge and belief no horse had ever been in the store, nor had he ever known of one even looking at it as he passed.

There is a certain notary in Chicago, who claims that on that particular day a portly, well dressed, fine looking gentleman, apparently from the South, appeared before him and signed a certain legal document, the fulfillment of which was calculated to prevent traveling salesmen seeing "day horses" or "night mares."

SCIENCE UNAPPRECIATED

Several years ago, when the city of Duluth was building its Aerial bridge, which by the way is the only one of its kind in the city and one of two in the world at large, Bert Trump, the genial salesman of the Thomas & Proetz Lumber Company of St. Louis, visited that city. This bridge is in the form of three sides of a square, the water forming the fourth and passengers are carried in a car suspended from the top side, much as a basket is carried on the under side of a cable and the frame extends probably 135 feet in the air.

Bert looked at it for some time and then remarked to a companion that he did not see how people were to make much time climbing up the sides of that thing, and unless they had a very high railing he thought there would be danger of their blowing off in a storm. He later explained that he did not think he was to be blamed for not understanding the thing if this was the only one in captivity at the present time.

POMPEIIAN CREAM IS RECOMMENDED

A. C. Connor of the Joyce-Connor Lumber Company of Minneapolis, recently had an experience which proved conclusively to him that "beauty is only skin deep."

When going through tonsorial operations, his barber persuaded him to take an electric machine massage, but on every attempt to run the rubber vibrator over Mr. Connor's face, the machine stopped.

"Alex" stated that he had heard of faces that would stop a clock, but had really never dreamed that his would stop a machine.

JOHN, THE ENTHUSIAST

John W. Burns of the Conasauga Lumber Company of Cincinnati is considerable of a baseball fan and the story is told, that on attending a game last year in Cincinnati, he arrived while the game was in progress and after alighting from the car and while making a "bee line" for the gate, felt something strike him in the side, but in his enthusiasm he paid no attention to it. He realized, however, that "something was doing" in the park and after securing his seat, asked a neighbor what had happened. He was informed that one of the long hitters had knocked a ball over the fence.

Mr. Burns became much engrossed in the game and after an exciting period, during which he had done his best to root for the home team, he felt for his handkerchief to remove evidence of his exertion, and was astonished to find a league ball in his pocket; it then developed that the aforementioned "home run" had been unconsciously recovered by him outside the fence.

John says it makes him sick to think of wasting that fifty cents, as he could have gotten in free with the ball.

SPEAKING FROM EXPERIENCE

Not long ago a friend of A. S. Bliss of the A. S. Bliss Lumber Company of Minneapolis, was given a sock shower by his intimate friends in honor of the near approach of his marriage. Quite late on the afternoon of the event Mr. Bliss hurried home, intending to have the partner of his sorrows and joys wrap up his package. To his disappointment she was out, and he hustled around finding string, paper, etc., for the necessary arrangement of the package. Grabbing up a card from his card case, he hastily wrote his best wishes and started out with quite a satisfied feeling.

Arrived at the shower, of course the bundles were opened amid the reading of the congratulations, and imagine the surprise of Mr. Bliss on hearing this epitaph: "With love and deepest sympathy, from A. S. Bliss."

Explanation: It seems that Mrs. B. had been sending flowers for the funeral of a friend and after writing one card, was not satisfied, so wrote another, and Mr. Bliss had accidentally picked up the one that had been discarded. It took several apologies to make this right with the prospective bridegroom.

LUMBER PHILOSOPHY

"I have never seen a mill yard yet," remarked a jobber, "that did not have many odds and ends and piles of stock, which the millman was anxious to move, and I have rarely taken a trip to the mills that I haven't found in their yard, one or more items that I could place promptly. It is a strange thing to me that so few millmen have a policy of going through their yards at frequent intervals, listing these items and putting them before their customers.

"If I could educate my mill connections to do this, it would enable me to move a quantity of stock for them and allow them to turn perfectly dead items into cash.

"It has always been a policy of mine to allow my customer to make some money on stock he buys from me. I will attend to my end of the profit, but I endeavor as much as possible to make a price to him, especially in any bargains offered to me, so that the man considers me as a valuable man from whom to buy.

"I know of a retail yard man who boasts that his buying is done so closely that no one ever makes any money on their sales to him. This, I believe, is a poor policy, as the salesman and the manufacturer who have bargains to offer certainly will not put them up to the man who is not profitable to them. The well trodden path is to the door of the man who is willing to give as well as take.

"I once knew a wholesaler who always represented his stock so high as to grade, widths and lengths, in fact everything connected with it, that when he did have a good car of lumber and so described it nobody believed it. Nothing that he offered was ever other than 'gilt edged,' with a few gold dollars hanging down at the end of each board, and I am confident that he suffered in consequence with the trade."

The Lumber Situation in Buffalo

The Buffalo Lumber Exchange reports that the lumber receipts by canal during the year ending Dec. 31, 1911, were 65,811,000 feet. Domestic receipts by lake for the year were 80,035,000 feet. There were 688,599,000 shingles of domestic manufacture brought in via lake steamers. All of these items represent a very material increase over the report of the year before. The receipts of lumber by rail and lake during the year ending Dec. 31, 1911, were 47,994,000 feet, a decrease of almost 20,000,000 feet. Rail receipts of hardwood during the year were 41,160,000 feet, a decrease of 2,776 carloads over the previous year. The next in volume was yellow pine, representing receipts of 22,176,000 feet, showing an increase of 299 cars. The receipts of hemlock were increased by 196 cars during the year. The total receipts of lumber, 102,901,000 feet, represented a decrease of 32,113,400 feet. The grand total of all receipts of forest products as lumber in board feet was 307,914,000 feet, representing an increase of 23,260,000 feet over the previous year.

Against these figures are shipments of 44,898,000 feet of hardwood, a decrease of 2,021 cars; 8,704,000 feet of yellow pine, a decrease of 33 cars, and 61,364,000 feet of white pine, an increase of 781 cars. The grand total of shipments by rail as lumber was 149,591,000 feet, showing an increase of 8,156,000 feet over the previous year.

A report of stocks on hand at the Buffalo yards Dec. 31, 1911, shows 60,267,000 feet of hardwood; 7,571,000 feet of yellow pine; 51,190,000 feet of white pine. The total of all was 145,385,000 feet.

The Floods in the South

Although HARDWOOD RECORD has been in possession of a good many photographs showing the terrible flood situation that has prevailed over the entire range of hardwood producing country from Cairo to New Orleans for some time, it has heretofore refrained from publishing these pictures. It is not the policy of this paper to recite hard luck stories, but in this connection it is showing a series of engravings made from photographs in one district of Arkansas, which is typical of the entire southern hardwood lumber producing country.

This calamity is a monumental one, not only in loss of life and personal distress of thousands of inhabitants, but in a monetary way as well. Undeniably it means ruin to many operators who are not well entrenched financially, and this of course is not as terrible as the tremendous loss of life, starvation and suffering encountered by the inhabitants over a large area of the lower Mississippi valley. In comparison the Titanic disaster sinks into insignificance.



IN THE EDGE OF THE FOREST, NEAR FORREST CITY, ARK.



AT AN ARKANSAS RAILWAY STATION

A FLOODED COMMISSARY

LIVING ON A RAFT



GETTING LIVE STOCK TO SAFETY

TAKING OFF REFUGEES

A PIANO AND CALF IN TEMPORARY SAFETY



A DROWNED OUT SAWMILL OPERATION



A COTTON GIN IN FLOODED DISTRICT



ROCK ISLAND BRIDGE ACROSS ST. FRANCIS RIVER



RAIL AND WATER FACILITIES AT WIDENER STATION

The Mail Bag

B 246—Seeks Market for Brazilian Woods

London, E. C., Apr. 22.—Editor HARDWOOD RECORD: We are just opening up a business in Europe for the marketing of Brazilian woods. It would be of great assistance to us to know to what extent per annum Brazilian woods are sold in the United States.

We would esteem it a favor if you would indicate the sources from which we might secure current prices of various Brazilian woods, including mahogany, imbuias (walnut), rosewood, teak, satinwood and hardwoods suitable for railway sleepers and wood block pavings.

———— LUMBER COMPANY.

To the writer of the above letter it has been stated that the importation of Brazilian woods to the United States is so limited as to amount to very little, but that beyond doubt a considerable trade could be developed here for mahogany and a smaller trade in rosewood, satinwood and teak, but there would be no possibility of marketing at a profit railroad ties or wood paving blocks.

Anyone interested in this source of supply can have the address of the writer upon application by referring to B 246.—EDITOR.

B 247—How It Handles Trade

Boston, Mass., May 3.—Editor HARDWOOD RECORD: To show you how we handle our purchases and sales of lumber, we advocate to all purchasing agents of railroads, large corporations, etc., when sending out their requisitions, to state that the lumber is to be inspected by National hardwood lumber rules and a certificate attached to the invoice. On this basis of sale we have just as good a chance as anyone else, unless some manufacturer prefers to sell direct to the consumer at the same price he would sell us, which we consider very poor judgment, as we are on the ground to look after the shipper's interest in case of trouble. However, we might say there should not be much trouble in sales and purchases handled in the way noted. Already several eastern railroads have adopted this system.

Strange to say, however, on a lot of ash we recently bid on one concern beat us out at fifteen dollars a thousand feet. As we only added a bare living profit to our cost, we feel there is something wrong with it. Either certificate of grade was not attached or a quotation was made on the basis of the old mixture of grades. Common sense tells us that under the present lumber situation no man would be warranted in selling straight grades at any such price as quoted.

———.

The foregoing is an abstract from a letter from a leading Boston manufacturing and jobbing house, and is an added evidence of the fact that the legitimate jobber is trying to do business on the level, and furthermore that another element of the trade is doing exactly the contrary thing.—EDITOR.

B 248—Seeks Ash Baluster Stock

Paterson, N. J., May 4.—Editor HARDWOOD RECORD: Will you make known to your readers that we are in the market for ash baluster squares $1\frac{1}{2}$"x$1\frac{1}{2}$"x2' 8 long, and also for 5x5 and 6x6 ash newel squares? We prefer best quality in all of the above, but are disposed to accept some proportion of seconds if the shipper desires it. In the newel posts we can take considerable quantity under 10' long, but the 5" cuts largely to 5', and the 6" to average of 6' lengths.

— ———— LUMBER COMPANY.

Any reader interested in this prospective order can have the address on application by referring to B 248.—EDITOR.

B 249—Liverpool String Measure

In reply to a recent inquiry from a Kentucky correspondent, asking for information concerning "Liverpool string measure," we referred the subject to our Liverpool correspondent, who gives the details of this system of measurement as follows:

Liverpool, Apr. 26.—Editor HARDWOOD RECORD: I have your letter re. Liverpool string measure. The method is as follows:

A thin piece of string is put around the center of the log. The string is then doubled and then doubled again, and then placed upon an ordinary rule. This is called the quarter-girth. The quarter-girth is then squared and multiplied by the length, the total being divided by 144 to give the cubic contents.

In cases where bark is on the log ½" is allowed up to 11½" girth; 1", 12" to 17½"; 1½", 18" to 23½"; and ½" for every additional 6 inches.

Of course the system is mathematically unsound, but it is in general practice throughout the United Kingdom.

B 250—A New Railroad Graft

Columbus, O., May 2.—Editor HARDWOOD RECORD: It appears that the New York Central and Hudson River Railroad has a tariff in existence whereby if a car of lumber is refused in Rochester, N. Y., it tells the shipper that if it is not released by Saturday night, it will have it stored at shipper's expense. This is likely to lead a shipper to think that they mean what they say, that they will store the car at a fair basis of charge, and he "falls" for the proposition to get out of temporary trouble and avoid a dollar a day car service. However, the lumber trade should be warned that they don't avoid car service, and that the railroad has a tariff published wherein when they unload a car to release equipment they have a right to charge one dollar a day while the lumber lies on the ground. This is manifestly unfair and we think you should warn the lumber associations of this practice. Other railroads may be doing the same thing, but we never heard of it. Our experience in this game has recently cost us close to a hundred dollars.

——— COMPANY.

B 251—Seeks Twenty Years' Record of Prices

Louisville, Ky., May 1.—Editor HARDWOOD RECORD: We are trying to get up some statistics showing the different level of prices on hardwood lumber, say on oak, poplar and ash, for the past twenty years. If you have any such information in your office or you can tell us where we can secure it, we will be very grateful.

——— LUMBER & BOX COMPANY.

The writer of the above letter has been advised that so far as we know there is no authentic record of the range of hardwood prices covering the last two decades. During the last two or three years the Forest Service has made an attempt to establish such a roster of prices, and it is just possible that this service can make an approximation of values that obtained during the time named. If anyone has any data on this subject that would prove of value to the inquirer, HARDWOOD RECORD would be pleased to receive it for the purpose of forwarding it.—EDITOR.

B 252—Seeks Information About Balm of Gilead

Buffalo, N. Y., Apr. 30.—Editor HARDWOOD RECORD: We understand that Balm of Gilead lumber has been used for the manufacture of box shooks. If you have any information regarding the use of this material for the above purpose we would appreciate it very much if you will let us have it.

——— COMPANY.

The writer of the above letter has been informed that Balm of Gilead is regarded as quite an important material for the production of boxes and box shooks, and he has been referred to several manufacturers of this wood for further information. Any others who are seeking a market for Balm of Gilead can have the address of the inquirer upon application to this publication and referring to B 252.—EDITOR.

B 253—Change in Sales Management

We are in receipt of the following letter from The Madera Company, extensive producer of Mexican pine.—EDITOR.

Chicago, Apr. 29.—Editor HARDWOOD RECORD: You will take notice that Allan H. Daugharty, formerly sales manager of The Madera Company, resigned on Apr. 22.

John O. Crockett was on that date elected president of The Madera Company, and will hereafter have jurisdiction over the sales department. The sales office will be continued in the McCormick building.

THE MADERA COMPANY,
G. J. M. Porter, Assistant Secretary.

B 254—Seeks Maple Bicycle Rims

New York, Apr. 26.—Editor HARDWOOD RECORD: With your acquaintance in the hardwood trade you can no doubt refer us to some good and reliable manufacturers of maple strips for bicycle rims, and we would indeed appreciate any information you may give us.

——— COMPANY.

The above inquiry is from a leading exporting and importing house, which has been furnished with a list of a few producers of maple bicycle rims. Any others interested in communicating with this company can have the address upon application and referring to B 254.—EDITOR.

B 255—Wood vs. Steel Office Furniture

Monroe, Mich., May 3.—Editor HARDWOOD RECORD: I have been noting with considerable interest the editorial policy of HARDWOOD RECORD on the subject of steel and wood office furniture comparisons. There is a great deal of misapprehension on the part of some consumers on this subject, whose idea has been that with steel equipment absolute safety from fire damage is assured, while actual experience has so many times proven the contrary. Just such editorial work as you have been putting forth will serve to rapidly enlighten the consumers on this point.

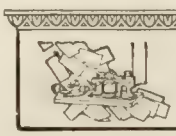
——— COMPANY.

B 256—Seeking Black Walnut Logs

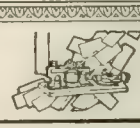
London, E. C., Apr. 22.—Editor HARDWOOD RECORD: I am sailing for New York on May 7 and one of the objects of my trip will be to find some high-class black walnut logs. I wish you would supply me at my New York address attached, with a list of the best people to see for this purpose regardless of where they are located. Understand I want logs not lumber, and the larger the stocks the better I will be pleased.

———.

In reply to the above letter the inquirer has been supplied with the names of all those listed in HARDWOOD RECORD'S Information Service as producers and handlers of black walnut logs. Any others interested in the requirements of this buyer, who represents a large British importing house, can have the address on application by referring to B 256.—EDITOR.



News Miscellany



Meeting Philadelphia Exchange

The first monthly meeting of the Lumbermen's Exchange of Philadelphia, under the new administration, preceded by the usual luncheon, was held April 2. William T. Betts, the new president, on his first opening of the meeting, was greeted with hearty applause, which demonstration was gracefully accepted. Routine business was followed by a resolution changing some of the by-laws, etc., after which the president announced the following committees to act during 1912:

LEGISLATION COMMITTEE—Ralph Souder, chairman; Fisher Dairymple, J. Danforth Bush, Edwin B. Malone, J. E. Troth.

OFFICE AND ENTERTAINMENT COMMITTEE—George A. Howes, chairman; George Rodgmen, William P. Shearer, Howard Ketcham, Victor E. Kregler.

BY-LAWS AND RULES COMMITTEE—S. Ashton, chairman; Owen M. Bruner, W. Henry Smedley.

CREDIT BUREAU COMMITTEE—Amos Y. Lesher, chairman; Daniel Adams, John E. Lloyd.

RAILROAD AND TRANSPORTATION COMMITTEE—B. Franklin Betts, chairman; Thomas B. Hammer, Charles M. Chestnut, Robert G. Kay, A. J. Cadwallader.

MEMBERSHIP COMMITTEE—James A. Richardson, chairman; Franklin A. Smith, Jr.; Charles M. Strickler, Joseph P. Comegys, John W. Coles.

FINANCE COMMITTEE—George F. Craig, chairman; Herbert P. Robinson, William H. Fritz.

ADVISORY BOARD OF THE AMERICAN FORESTRY ASSOCIATION—J. Randall Williams, Jr., chairman; Robert C. Lippincott, Frederick S. Underhill.

Work of the New Michigan Fire Warden

The first accomplishment of Charles F. Hickok, the new chief fire warden employed by the Michigan Hardwood Manufacturers' Association, has been to divide the lands under his care into eleven districts. It may be found more logical to divide them into twelve in the near future. Every district will have its district warden. Mr. Hickok is further working along the lines of education, endeavoring to work up a sentiment among the settlers in Michigan, which will insure their co-operation in an effort to entirely eradicate the probability of forest fires in the woods of that state. The citizens will be supplied with state fire laws, and everything possible will be done to give a proper conception of the importance of the work.

Tri-State Lumbermen's Club

On Apr. 30 a number of the members of the Hardwood Manufacturers' Association of the United States were invited to meet at the Ventura hotel, Ashland, Ky., from the district contiguous to this point, for the purpose of discussion of conditions in the hardwood industry. This meeting resulted in the formation of a club which was named the Tri-State Lumbermen's Club. There were seventeen men in attendance, all of whom represent large interests and are associated with the Hardwood Manufacturers' Association. Much interesting information developed, and it was felt that the formation of an organization would create an efficient medium through which to get at questions at hand, and to arrive at an understanding of conditions of stocks on hand, to best meet the requirements of the consumer.

Everyone present joined the organization, W. H. Dawkins being elected chairman of the meeting and E. K. Mahan secretary. It was decided to hold the next meeting at Huntington at Hotel Frederick on the afternoon of May 18. The importance of the organization can be judged from the fact that those in attendance represented an output annually of over 100,000,000 feet of lumber. It is hoped and planned to bring the membership up to fifty in the near future.

Among other things, it is hoped that the new enterprise will result in more thoroughly looking out for the interests of the purchaser and taking care of his various interests in the matter of purchasing lumber. The first meeting resulted in the interchange of a great deal of information of value to all, and it is hoped that this spirit of good-fellowship will develop even more strongly at subsequent meetings.

It was developed that there would be a fairly good supply of poplar to meet the demand in the immediate future, and that if the purchaser could not secure stock from one firm, he would very likely get what he wanted from another member.

The sentiment relative to the oak situation was that oak is very strong at present, and there is all probability of a decided strengthening in price as the season advances.

Hardwood Manufacturers' Bulletin

Bulletin No. 144 issued by the Hardwood Manufacturers' Association of the United States contains a brief excerpt from a report of Bruce Odell, chairman of the committee on market conditions of the Michigan Hardwood Manufacturers' Association, dealing with the question of prices in hardwood. The report deplores the tendency on the part of the public to judge the general market price of lumber by the prices on some particular items, failing to understand that a large percentage of the general cut is being marketed at an actual loss, and that but a small percentage must carry this loss in order to show a reasonably fair profit on the gross investment.

Another article headed "Substitution to be Confronted," gives quite a little attention to the wood substitute game. Specific arguments are enumerated against the steel automobile body as compared to wooden bodies; metal trim as compared with wooden interior finish, and steel cars as compared to wooden cars.

From a communication in the bulletin from a Mississippi manufacturer, it is manifest that the situation in that country is strong so far as prices are concerned. The communication cites gratifying strength in No. 1, 2 and 3 gum. The winter and spring cut is but one-fourth of normal, and with no gains in production made by gum manufacturers for four or five years, stocks at mills, yards and factories are lower than ever. Thus far the trade this year, according to the letter, has been supplied by the 1911 cut, and as soon as the demand falls on the winter and spring cut the effect will be felt.

Maphet & Shea Lumber Company

In the last issue of HARDWOOD RECORD a brief announcement was made of the Maphet & Shea Lumber Company, manufacturer and wholesaler at Knoxville, Tenn. This institution has established an office at 703-705 Henson building, Knoxville, and conducts a yard at Middlebrook Pike and Lonsdale car line. The company also has a full equipped Clark band mill equipment, which it is operating on two thousand acres of hardwood timber land, which it recently purchased, and beside this has the output of several other mills under contract.

Maphet & Shea Lumber Company is incorporated under the laws of Tennessee with an authorized capital of $75,000, of which $38,000 is paid in. The company is made up of Ed. Maphet, president and manager; James T. Shea, vice-president, and John F. Shea, treasurer; E. J. Clarke, secretary; and C. E. Brooks and A. J. Maphet, who are also directors.

Ed. Maphet and the Shea brothers are too well known in the lumber trade to require any further introduction.

Mr. Clarke is a native of Pennsylvania and a man of long experience in the lumber industry. He was for many years with James B. Weed & Co., and came to the east Tennessee country with the Shea brothers when they were doing the logging for the Little River Lumber Company. He has been an employe of either one or both of these institutions ever since. Mr. Clarke will dispatch the duties of general bookkeeper as well as that of secretary of the company.

Mr. Brooks and A. J. Maphet are well known inspectors, and both have been associated with Ed. Maphet in the lumber business for some years.

The peculiar feature of the makeup of the Maphet & Shea Lumber Company is that every officer, director and stockholder, first saw the light of day north of the Mason & Dixon line, and everyone of them is a worker. The well-known Shea brothers are natives of Pennsylvania, while the Maphets were born and reared at Madison, Ohio. On this page is shown a counterfeit presentment of the principals of the Maphet & Shea Lumber Company.



ED MAPHET, PRESIDENT MAPHET & SHEA LUMBER COMPANY, KNOXVILLE, TENN.



JAMES T. SHEA, VICE-PRESIDENT MAPHET & SHEA LUMBER COMPANY, KNOXVILLE, TENN.



JOHN F. SHEA, TREASURER MAPHET & SHEA LUMBER COMPANY, KNOXVILLE, TENN.

New Offices National Hardwood Lumber Association

Secretary Fish of the National Hardwood Lumber Association is well settled in his splendid new suite of offices on the eighteenth floor of the McCormick building, Chicago, having moved from the old offices in the Rector building about the first of the month. The new quarters comprise a suite of six rooms, providing ample accomodations for the various officers associated with Mr. Fish, also commodious directors' room and anteroom. The stenographers' office, the office of Secretary Fish and of assistant secretary H. J. Fuller have a splendid view of Lake Michigan.

On entering there is a large reception hall, well furnished, beyond which is a roomy, light stenographers' room. Opening from the reception hall is the office of Chief Inspector H. A. Hoover of the association, while to the left is the large directors' room, splendidly furnished in quartered oak. The private offices of the secretary and assistant secretary are arranged alongside of the stenographers' quarters in the front of the building.

The new quarters afford much better facilities for handling the increasing work of the association, and Secretary Fish issues a cordial invitation to the trade to inspect his new home.

Meeting Philadelphia Wholesalers

The Philadelphia Wholesale Lumber Dealers' Association held a meeting preceded by a dinner at the Union League, April 18. Horace A. Reeves, Jr., president, was in the chair.

S. P. Bowers Company, J. Wistar Evans and Kramer & Co. were elected members of the association.

A feature of the evening was a talk by Owen M. Bruner, who has just returned from a delightful trip to the Panama canal and surrounding country, on the great work going on there and the facilitation commercially to the business man generally which its completion will mean. As is always the case, a word from a visitor to this spot to which the eye of the country is so eagerly turned, was received with the usual avidity.

A Recent Reorganization

Several months ago the E. C. Bradley Lumber Company was incorporated at Cincinnati, O., E. C. Bradley being president, L. R. Harvey, secretary, and D. G. Wilson, treasurer. This concern is closely affiliated with Wm. Whitmer & Sons of Philadelphia, and was formed for the purpose of handling the product of the Whitmer mills in West Virginia and North Carolina as well as doing a general wholesale business.

This close connection with such a well-known house as Wm. Whitmer & Sons gave the E. C. Bradley Lumber Company a steady and adequate source of supply for such hardwoods as ash, oak, poplar and chestnut and for spruce. This company is operating three large large mills in West Virginia and one at Crestmont, N. C.

The latter is known as the Champion Lumber Company. All of these mills turn out first-class stock, and have facilities for resawing and planing, while the Champion mill is equipped with adequate dry-kiln facilities. This mill is located on a tract of 90,000 acres of virgin timber owned by the Whitmer interests, and Cincinnati is the natural outlet for this stock to the North, Northwest and to Canada.

Mr. Bradley, who actively manages the business of the E. C. Bradley Lumber Company, was formerly connected with the Fullerton-Powell Hardwood Lumber Company at the South Bend office. When that company opened up a yard at Cincinnati, he was shifted to that city. He remained with the company for two years, at the end of which time he started in business for himself, operating along those lines, until his recent affiliation with Wm. Whitmer & Sons, as above mentioned.

The offices of the E. C. Bradley Lumber Company are in the Gerke building. The other mills, besides the Champion Lumber Company mill, are located at Dobbin, Horton and Laneville, W. Va.

New Cypress Organization

The Flint River Cypress Company is the style of a new organization recently incorporated to erect a mill at Albany, Ga. Ebon J. Marsh of Waycross, Ga., formerly of the Marsh Cypress Company; R. H. Paul of Watertown, Fla., and F. B. Gardner of Jacksonville, Fla., are the principals of the new corporation, Mr. Marsh being president, R. H. Paul, secretary and treasurer and Mr. Gardner, sales manager.

The new mill will have a daily capacity of 40,000 feet, and will be modern in every detail. Mr. Marsh will be in active charge of the Albany end of the business while the sales department will be located at Jacksonville. Mr. Gardner has already opened a sales office in the Atlantic National building in that city, and is ready to do business. The plant will saw cypress, poplar and hardwoods. The mill will have connections with three railroads.

New Quarters Chicago Association

The Lumbermen's Association of Chicago has taken new quarters in the Stock Exchange building, which have been completely remodeled to suit the requirements of the association. The new quarters provide much more ample room, and are much more conveniently laid out than the old rooms in the Chamber of Commerce. There are five rooms, each of them being designated for a particular purpose. Secretary E. E. Hooper has his private office on one side of the large entrance hall, and directly opposite him is the general working room in which will be the multigraph and other machines. In the back of the suite is a large general meeting room. The work of remodeling and moving in has just been completed and Secretary Hooper is well pleased in his new quarters.

An Important Reorganization

One of the most notable happenings in hardwood circles of late is the reorganization of the Bayou Sara Lumber Company of Bayou Sara, La. The officers of the new corporation are J. F. Irvine, president; E. G. Westmoreland, vice-president and manager; G. M. Lester, secretary and treasurer. Associated with them in the directorate are K. C. Smith and A. L. Sprague. The affairs of the reorganized company will be actively managed by E. G. Westmoreland, who has a wide experience in cypress affairs.

This company now owns in the neighborhood of 100,000,000 feet of timber in the West Feliciana Parish, La., running mostly to cypress, tupelo, cottonwood, oak and gum.

The company's sawmill is up-to-date in every particular, and it will turn out a large production of high-grade lumber. It is planned to tear down the present planing mill and erect a new one.

Capital for the newly extended operations of this company was secured by a ten year bond issue on the timber holdings and mill plant for $125,000. T. S. McGrath of Chicago, who has been prominently identified with work of this kind for some time placed the loan, the bonds being purchased by W. A. Hamlin & Co. of Detroit, Mich.

New President Cincinnati Lumbermen's Club

Charles F. Shiels of Charles F. Shiels & Co., Cincinnati, was elected on Monday, May 6, to the presidency of the Cincinnati Lumbermen's Club. Mr. Shiels has been in the hardwood manufacturing and wholesaling business in Cincinnati for a good many years, and is esteemed as one of Cincinnati's most alert and aggressive lumbermen. He is amply qualified in every way to successfully carry on the work of his predecessor, Sam W. Richey.

Lumberman's Trip to His Mills

Charles K. Parry of Charles K. Parry & Co., Philadelphia, gives an interesting account of a recent trip to their mill at Pensacola, N. C., where he spent so much time he had to forego a more extended tour, which he intended, of his



CHAS. F. SHIELS, PRESIDENT CINCINNATI LUMBERMEN'S CLUB

southern connections. At this mill the firm is cutting some poplar, oak, chestnut and basswood, and in all Mr. Parry's trips through West Virginia and the Canadian timber fields, he says, he has never seen such large timber as he found on the mountains at Pensacola. A large percentage of the spruce trees are at least three feet in diameter and hold that width in many cases for eighty and ninety feet. The red oak and poplar trees are enormous in size and the average cut of the mill is considerably higher in grade than any other stock Mr. Parry has ever known. One large chestnut log by actual count and inspection, made while he was at the mill, was over eighty per cent 1's and 2's, and the balance equally divided between No. 1 and No. 2 common. Mr. Parry states that their chestnut throughout will average at least fifty per cent common and better.

Most peculiar conditions exist on the mountain side, Mr. Parry says, at this time. In many places a coating of ice from one to six inches thick is seen, apparently kept from melting by the heavy moss which covers the entire mountain side, and which in some places is two feet thick. At some points it was utterly impossible to see the sun through the dense tree tops, and the soil was very wet and damp, even though the location is 5,000 feet above the sea level.

A Notable Expansion

The Chicago offices of the Lumbermen's Credit Association were recently removed from the Great Northern building to beautiful quarters at 1746-1762 Heisen building, one of the latest additions to Chicago's skyscraper colony. The building is at 608 South Dearborn street.

The Lumbermen's Credit Association will occupy 4,000 square feet of space, representing double the space formerly occupied. The offices comprise the entire south end of the building, and are light, cheerful and commodious. The new quarters strikingly reflect the growth and success of this institution.

At the same time the New York office has been obliged to seek more commodious quarters, and has removed to Suite 1609 Hilliard building, 55 John street. The association extends an invitation to the trade to visit its new quarters.

Death of Mrs. A. E. Wilson

After a lingering illness, the wife of A. E. Wilson of the Wilson Cypress Company, well-known manufacturer at Palatka, Fla., died at Aiken, S. C. on Apr. 29. Mr. Wilson will have the sincere condolence of many friends, both within and without the lumber industry at the loss of his life's companion.

Notable Cargo Cuban Mahogany

The well-known firm of Moffett, Robbins & Co., composed of T. J. Moffett and E. W. Robbins, who are also owners of the Maley, Thompson & Moffett Company of Cincinnati, O., producer of high-class foreign and domestic lumber and veneers, has been operating in Cuba for many years past. The firm entered the Cuban field immediately after the Spanish-American war, and since that time has been engaged in exploiting the island for mahogany. It equipped an up to date band sawmill at Havana, which is also fitted up with planers and dimension mill machinery, which have been in operation for the past ten years. At this plant the firm carries a large stock of Cuban mahogany lumber, which is sold in part locally, but to a considerable extent is exported to the United States and to all European countries.

The company's mill is located on Havana bay, and has its own wharf. It is thus equipped to make delivery to any part of the United States as quickly as from most local markets.

In addition to the office at Cincinnati, in connection with the Maley, Thompson & Moffett Company, Moffett, Robbins & Co. have an office at 65 Beaver street, New York City, two blocks below Wall street, and also have a fine storage yard and mahogany warehouse in Brooklyn, both of which they have maintained for many years.

The firm has exploited the island of Cuba very fully, and by reason of long experience, knows just where to find the best timber on the island. For this reason it is able at all times to supply Cuban mahogany, either in the log or in the form of lumber, of such texture, color, quality and figure as has been unknown for many years heretofore.

This firm has been shipping many millions of feet of Cuban mahogany to the United States and abroad for years, but never in the history of the industry has such a cargo of mahogany logs been shipped as that on board the steamship Antares, which has just arrived in New York harbor.

This cargo consists of nearly a million feet of Cuban mahogany, and embraced in the lot is some of the best and finest figured wood that the island of Cuba ever produced. Owing to the size and quality of the wood, it is regarded as a remarkably notable cargo of Cuban mahogany, and one which is causing a great deal of favorable comment on the enterprise of Messrs. Moffett and Robbins. The cargo will be distributed throughout the United States and European countries which they supply with this class of wood.

Moffett, Robbins & Co. are by far the largest exporters of Cuban wood in the world, and have

extended their sway over the Cuban producing markets, as well as the selling markets, until their position is now a dominant one in this splendid class of mahogany. As is well known, Cuban mahogany possesses superior qualities, especially for the highest type of chair furniture and finishing work, and being of beautiful color and dense and fine texture, it takes a remarkably beautiful and attractive finish.

In their mahogany lumber operations Moffett, Robbins & Co. have revolutionized the Cuban mahogany lumber business by furnishing the trade with well manufactured, parallel edged, hand sawed stock, and of the exact grade the customer may require for his particular line of production.

When this firm began its operations in Cuba, the wood was used only in a limited way, and the lumber obtainable was badly manufactured, crooked and generally of poor quality as well as appearance, but now, largely through its efforts, properly manufactured stock of correct grade is always obtainable, and many of the largest and best manufacturers are using Cuban mahogany exclusively. In fact, today a large percentage of the best mahogany tables, chairs, dining room furniture, bed room suites and other lines are made of this Cuban wood. In a word, in the evolution of styles and fads and after trying many different woods, Cuban mahogany has come into its own and its merits are now appreciated.

This big shipment of Cuban logs is the forerunner of many other shipments which will be made by this house.

Liverpool Market

Business has taken quite a favorable turn since the coal labor troubles have been overcome. Gradually efficient railway services are being brought back, although the trade still has to suffer in many instances from restricted services. Arrivals are beginning to come forward with more freedom though they are all wanted and most of the wood is sold before arrival. Three cargoes of pitch pine are now due and will go almost entirely into consumption. Round hickory is probably the scarcest spot and record prices have been paid. Shippers should make a strong point of shipping this wood at once as prices of 2/6 to 2/9 can easily be obtained for Liverpool string measure. The same remarks can be made regarding round ash, the market for which is exceedingly bare. The "North Point" arrived recently with 1,500 logs of second growth wood, all of which was promptly snapped up by consumers at good prices. Birch is arriving in moderate quantities and prices have been exceedingly firm for fresh arrivals. Oak logs have not been arriving except in small isolated quantities. One of these parcels brought 2/6 per cubic feet. Wagon oak planks are sold as they arrive, and here again advanced prices are to be noted. Coffin oak planks and boards are keen in demand and two or three sales at good figures have been noted. The mahogany position is constantly growing firmer. Recent sales brought keen competition for all the available wood. Strong advances are anticipated in the near future. A large parcel of whitewood logs has arrived and found keen purchasers awaiting it. A good demand is also noted for all wide stock. There is a big inquiry for 5/8x18 and up unplaned panel stock poplar, and offers would find many purchasers at this port. Some wide parcels of cottonwood, hazel pine and satin walnut have also been well sold. Walnut stocks are also very bare in both logs and lumber and good sales have been made.

How the Taper Wedge Dovetail Is Made

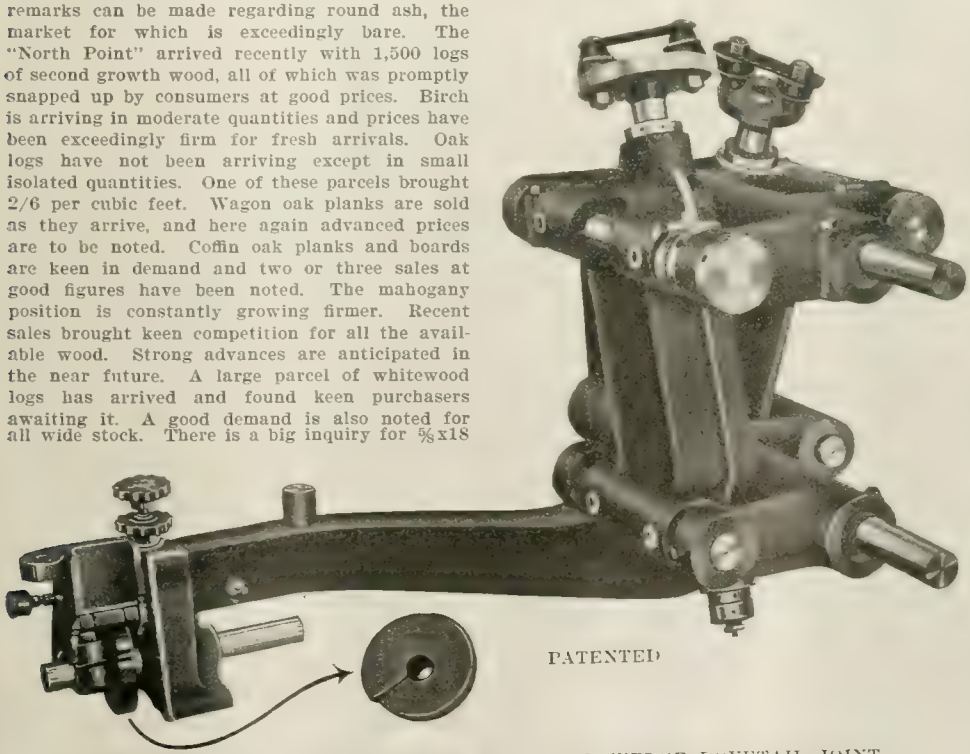
From the many furniture factory managers and superintendents, who have examined the double cut Taper Wedge Dovetail Glue Joint made on the Linderman machine, has come the same expression: "It's certainly a great joint. You have every other kind of joints beaten now, but how do you make it?" They all seem to think it is a very complicated joint to make until they are shown. Then the universal opinion is: "Never had any idea this taper could be made so easily."

For the many wood-workers, who have never had a chance to learn how the double cut Taper Wedge Dovetail Joint is made, the illustration of the cutting mechanism, shown herewith, is presented. The jackets are of the walking beam type; both heads are attached to the long arm which is raised and lowered by the cam. The cam shaft is timed with the length of lumber to be jointed, the one head moving up and the other down, making the full taper at one revolution of the cam. The same taper is used for short as well as long lengths, giving a 1/16-inch opening when the boards begin to unite, and at about two or three inches from the end, the boards are brought together tightly, giving a slight rub joint.

If you will write the Linderman Machine Company, 1200 Lake street, Muskegon, Mich., it will send you a sample joint for examination.

Lumber Arkansas' Chief Industry

A report on the industries of Arkansas emanating from the Bureau of Statistics at Washington, shows that there are 1,697 establishments engaged in the manufacture of forest products in that state. These plants employ 36,662 persons, which is the largest number employed by any one industry in Arkansas. The plants represent an investment of $42,346,234 and turn out products annually valued at $74,916,000. These figures are exclusive of custom sawmills, which number 39. Adding woodworking establishments consuming lumber, such as wood-turning and furniture plants, the total of all wood-working establishments in the state is 1,751, representing 59.9 per cent of the total number of industrial plants. The value of output from the wood-working plants, exclusive of sawmills, was $42,988 in 1909, or 54.4 per cent of the total value of manufactured products in the state.



DEVICE THAT MAKES THE DOUBLE CUT TAPER WEDGE DOVETAIL JOINT

Failure in Jersey City

HARDWOOD RECORD is in receipt of a wire stating that Charles R. Partridge of Jersey City, one of the leading hardwood retail merchants of the East, has failed. Details are yet lacking, but it is believed the failure will prove to be the largest that has happened in the Metropolitan district for many years. Liabilities are estimated all the way up to $600,000.

Resolutions of Regard

One of the best-known and highest respected railroad men, and one much beloved by the lumber contingent of Michigan, is A. Patriarche, who for years has had traffic matters in charge, and at the time of his retirement was vice-president of the Pere Marquette Railroad Company. It is with the sincere regret of the lumber industry that Mr. Patriarche has retired from service, and HARDWOOD RECORD voices the sentiment of the majority of lumber shippers in stating that he will be seriously missed by them.

The executive committee of the board of directors of the Pere Marquette, at a recent meeting held at New York, unanimously voiced the following resolutions:

WHEREAS, A. Patriarche has tendered his resignation as vice-president of the company and proposes to retire from active service, and

WHEREAS, Mr. Patriarche has been in the active service of the company and its constituents for a continuous period of over thirty-eight years, during which period he discharged his duties zealously, faithfully and efficiently, and aided materially in the welfare of the company and in the development of the property and territory served by it as well as in the industrial and commercial interests of the state of Michigan, now, therefore, be it

RESOLVED, That his resignation be accepted with regret and with the good wishes of all the members of the executive committee, and that we place upon record the high appreciation in which he is held by all of us; and that an engrossed copy of these resolutions properly authenticated be delivered to Mr. Patriarche.

Boys Watch Forest Fires

The Boy Scout movement is having active demonstration of its practicability in a great many ways of late. Notable among these is the employment of the boys as watchers for the prevention of forest fires. Under the direction of the State Game, Fish and Forestry Department of Michigan, companies of the Michigan Forest Scouts composed of the boy scouts, are being organized in the upper peninsula. The boys will also assist in reforesting untimbered areas, and in fighting fires. The companies are organized and located in the smaller villages and towns where the boys are nearest the forests, and awards are conferred on those who perform meritorious service, and submit the best reports on their work in the woods. They are also instructed as to first aid remedies for fainting, partial drowning, gun shots, and other emergencies, which are liable to arise in the woods.

The advantage of employing the boy scouts is that their work is inspired by enthusiasm rather than pecuniary reward; they are more watchful and energetic and stick closer to duty than professional forest fighters. They have already proven their worth in this direction.

A Token of Esteem

One of the most delightful functions in lumber circles for a long while was the anniversary dinner by John Scatcherd of Scatcherd & Son, to Isaac Wright in celebration of the fiftieth anniversary of his connection with the Scatcherds. It was given in one of the private dining rooms of the Hotel Gayoso, Memphis, May 1. The table was tastefully decorated and the fol-

lowing gentlemen were present: Isaac Wright, T. B. Clark, J. W. Thompson, J. M. Pritchard, W. N. Wright, John Long, F. B. Robertson and John Scatcherd.

One of the principal features of the evening was the presentation by Mr. Scatcherd to Mr. Wright of a handsome loving cup on behalf of the Scatcherd family, as a token of their appreciation of the splendid services rendered by him. In his presentation talk Mr. Scatcherd paid a glowing tribute to the ability and loyalty of Mr. Wright, who had rounded out a period of fifty years without being connected with any other interests than the Scatcherds. One of the most humorous touches in this speech was when Mr. Scatcherd told of the even temper and patience of Mr. Wright. He said that his father sent a boy down to Mr. Wright one day with instructions to teach him how to measure lumber. The boy could not get it through his head how to measure a five quarter board and Mr. Wright, after trying to make him understand, exclaimed: "O, hell!" and threw the rule into the river. The boy was John Scatcherd.

Mr. Wright made a very appropriate speech of acceptance and the affair passed into history as one of the most delightful of its kind ever given in this city.

Miscellaneous Notes

The Colonial Floor Company recently began the manufacture of hardwood floors at Sharpsburg, Pa.

The Southport Lumber & Timber Company, Southport, N. C., has been incorporated with a capital stock of $100,000.

The Richardson Furniture Company, Boston, Mass., has been incorporated with an authorized capital stock of $100,000.

The Southern Mississippi Lumber Manufacturing Company, Jackson, Miss., has been incorporated with an authorized capital stock of $30,000.

The National Lumber Company, South Bend, Ind., has been incorporated with a capital stock of $60,000 and will deal in lumber. The incorporators are J. C. Paxton, J. W. Paxton and H. Paxton.

The Short & Walls Lumber Company, Middletown, N. Y., has been incorporated with a capital stock of $50,000. The incorporators are J. E. Walls of Middletown; I. D. Short of Milford and R. Short of Georgetown.

It is announced that the W. E. Heyser Lumber Company of Cincinnati, O., has closed its purchasing office at Memphis. Weaver Haas, who has been in charge of this office, will move to Cincinnati, and be in the home office.

The Salamanca Panel Company, Salamanca, N. Y., has been incorporated with a capital stock of $50,000 and will manufacture veneered panels. The incorporators are Earl R. Morrison and Thos. McCabe of Warren, Pa., and others.

The Belt Line Lumber Company, Fort Smith, Ark., has been incorporated with a capital stock of $20,000. The officers of the new concern are W. L. Seasan, president; G. C. Packard, vice-president; J. L. Swafford, secretary-treasurer.

The Crossett Lumber Company is preparing plans for the establishment of a large new hardwood sawmill at Little Rock, Ark. The company is also building a new road to Monticello. The new mill will be one of the largest of this type in the South.

The Globe-Bosse-World Furniture Company, Evansville, Ind., is erecting a large dry-kiln, 60x100 feet, which will have a daily capacity of 24,000 feet. The new dry-kiln was necessary in order to take care of the increasing business of the company.

Fire recently destroyed the lumber yard and factory of the Henry Quellmalz Lumber Company, St. Louis, Mo., entailing a loss estimated at $60,000.

The Groat Lumber Company of Philadelphia, Pa., has been succeeded by the Groat Furniture Company, which is incorporated with an authorized capital stock of $20,000.

The Scholten Brothers Cedar Company, Lometa, Tex., has been incorporated with a capital stock of $125,000. The incorporators are H. D. Mispelbloom Boyer, Jr., and D. D. Fairchild, Jr., of San Antonio, and A. Scholten, E. Scholten and S. W. Fisher of Austin.

The plant of the Cincinnati Panel Company, Cincinnati, O., was recently destroyed by fire, entailing a loss estimated at $30,000. Of this $10,000 is on the contents of the dry room, $5,000 on the building, and $15,000 on stock in the main building. The loss is fully covered by insurance.

The Segar-Brindle Manufacturing Company, Friendship, Pa., has been incorporated with a capital stock of $20,000 to manufacture mangle rollers, last blocks, etc., and deal in lumber. The incorporators are Horace G. Prindle and Charles H. Segar of Genesee and Frank R. Utter of Friendship.

E. V. Babcock & Co., large wholesalers of Pittsburgh, Pa., have just made arrangements to represent the Lumber Manufacturers' Agency of Centralia, Wash., large distributor of Pacific coast lumber and shingles. E. V. Babcock will be the sole representative of this agency east of Cincinnati and Toledo.

The Garetson-Greason Lumber Company of St. Louis, Mo., announces that its new hardwood mill at Blocker, Tex., is about ready for operation. This plant will have a capacity of 50,000 feet of lumber a day. The Garetson-Greason company has recently made some extensive purchases of hardwood stumpage in eastern Texas.

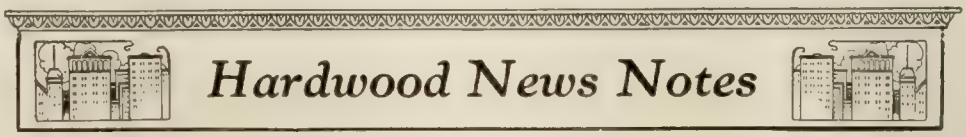
The Grand Rapids Home Furnishing Company, Manhattan, New York City, N. Y., has been incorporated with a capital stock of $250,000 for the purpose of manufacturing furniture and household goods, etc. The incorporators are Tobias Blumenthal and Louis Blumenthal of 50 Morningside Park, and Wolf H. Lobel, 138 Second avenue, New York City.

The Williamson Veneer Company, Baltimore, Md., recently moved its dimension cutting and joining department to Jamestown, N. Y. The furniture factory of the M. E. Towne Furniture Company was purchased, and fitted up for the purpose required. This work was formerly all done at Baltimore, but extension in business made increased facilities imperative.

Wm. Haas & Sons, manufacturers of handles at Cairo, Ill., and Sherman, Tex., will combine the two plants now in operation in these cities, and establish the consolidated plant at Houston, Tex. The present output of the plant will be about 5,000 handles daily. However, the output is expected to take on rapid growth, and Wm. Haas & Sons contemplate the erection of another plant later on.

The Southern Pine Lumber Company of Texarkana, Tex., will shortly open up its new hardwood mill at Houston. The new mill is equipped with a band saw and other machinery necessary for the manufacture of lumber, and furniture and wagon stock. It is proposed to utilize a great deal of the waste in this way. This company owns a large amount of hardwood intermingled with the pine stumpage, and it is estimated that the hardwood mill has at least a fifteen years' run of timber.

The I. Stephenson Company of Wells, Mich., made its first water shipment of the season on Apr. 25, two boats leaving Wells, where this company's enormous operations are located, on that date. R. E. MacLean, manager of the Stephenson interests reports that during January, February and March the company cut in the neighborhood of 25,000,000 feet of lumber, both mills running double time, but that the stock is moving especially well, and he believes conditions are getting back to where they should be. The company recently added to its flooring factory, and is now running that branch overtime, but is still shipping beyond capacity in its "Ideal" brand of hardwood flooring. Mr. MacLean opines that the hemlock cut this summer will not be large. The company has a good supply of logs on hand, and will be able to continue its unusually active operations. The new dry-kilns were completed several months ago, now giving the plant a kiln capacity of 1,000,000 feet.



CHICAGO

E. M. Holland, sales manager of the Stearns Salt & Lumber Company, Ludington, Mich., was in the city a few days this week.

It is announced that May Brothers of Memphis, Tenn., will establish an office in Chicago. T. H. Montgomery will be in charge. He has already taken up his residence here. He will cover northern Illinois and Michigan.

Wm. Ralston, associated with Wm. Horner, manufacturer of maple flooring, Reed City, Mich., was in Chicago a few days ago. Mr. Ralston states that while there is still an excess of supply over demand in the flooring business, there is a noticeable improvement in quantity and magnitude of orders.

Nathan Bradley, sales manager for the J. W. Wells Lumber Company, Menominee, Mich., was in Chicago a few days last week. Mr. Bradley reports that the fine new sawmill at Menominee is working steadily, and that general business conditions with his concern are decidedly brighter.

Frank F. Flanner of the newly organized Flanner & Ely Lumber Company with offices in the New York Life building, Chicago, reports that already the company's business is showing very pleasing proportions. This concern is operating on a wholesale basis entirely, and is composed of live young men who have the ability and experience necessary to make a go of the new proposition. Mr. Flanner was formerly associated with the Flanner-Steger Land & Lumber Company, and Lawrence B. Ely with Osgood & Ely. The new company will handle redwood, cedar shingles, southern pine, cypress, hardwood, hemlock and white pine, and has some excellent mill connections.

J. D. Bolton, well-known in local lumber circles, who has been operating out of the city for the past year, has returned to Chicago, opened up an office in the People's Gas building, and will do a wholesale hardwood and pine business in his own name. Mr. Bolton for twelve months has been manager of the wholesale department of the W. P. Brown & Sons Lumber Company of Louisville, and resigned from that position to take up his new work.

The Veneer Manufacturers Company, a comparatively new veneer jobbing house of Chicago, announces that on July 1 it will increase its capital stock from $10,000 to $20,000. This concern is composed of young, aggressive men, who are firmly established on a definite working basis in the veneer trade, and have built up a decidedly attractive business. They handle all kinds of fancy veneers and sell wherever that class of goods is consumed.

The R. S. Bacon Veneer Company of Chicago cut its first logs in its new veneer mill adjoining the old establishment on Ann street on Saturday, May 4. This mill is a model in every respect, and while not large will turn out as much high-grade veneer in the course of a day as an ordinary establishment covering two or three times the area. It is equipped with a brand new Capital slicer, and with a saw for making flitches. The flitches will be transported from the saw to the tank, and from there to the slicer by means of overhead traction. Mr. Bacon has every reason to be proud of his new establishment.

The G. W. Jones Lumber Company of Appleton, Wis., announces that its Chicago office was moved on May 1 from the top floor of the Railway Exchange Building to room 327 in the same building. Its telephone numbers are Harrison 2902 and 508. A. H. Ruth is in charge of the Chicago trade of the Jones Company.

J. C. Turner, the well-known cypress magnate of New York City, spent May 2 in Chicago on business, and left here for St. Louis and points further south. Mr. Turner reports reasonably satisfactory cypress sales in the Metropolitan district at the present time.

The John Gillespie Lumber Company announces its removal to the new yard and office at Twenty-second and Laflin streets, the former quarters of the Leavitt Lumber Company. The Gillespie Company also maintains a yard at 725-729 West Harrison street and handles a general line of pine and hardwood yard stock.

H. H. Heinemann, active manager of the Heinemann Lumber Company, Heinemann, Wis., favored HARDWOOD RECORD with a call on May 8. This company recently purchased one of the mills of the Robbins Lumber Company, Rhinelander, Wis., which it will move to Heinemann.

J. N. Woollett, of the Aberdeen Lumber Company, Pittsburgh, Pa., was in Chicago for several days last week.

B. A. Linderman, head of the Linderman Machine Company, Muskegon, Mich., manufacturers of the famous dove-tail glue jointers, visited the quarters of the Chicago Lumbermen's Club a week ago.

R. E. Thompson of the Thompson Hardwood Lumber Company, one of the most aggressive of Cincinnati's hardwood jobbing houses, was a visitor at the club headquarters this week.

E. Bartholomew of John B. Ransom & Co., Nashville, Tenn., spent several days recently visiting his friends in the local trade and lining up business in the city.

M. L. Pease of Galloway-Pease Company, Poplar Bluff, Mo., spent several days last week calling on his local trade. Mr. Pease is a member of the Chicago Lumbermen's Club, and spent considerable time in the club's quarters in the Great Northern building.

J. G. Brown of W. P. Brown & Sons Lumber Company, Louisville, Ky., was one of Chicago's recent visitors to the lumber trade.

The Monarch Cabinet & Fixture Company was recently organized in Chicago with a capital of $5,000. The company will manufacture cabinets and a general line of fixtures.

Schram Brothers of Chicago have recently been reorganized and the style changed to Schram Brothers Company. The authorized capital stock of the new corporation is $35,000.

The Cable Store & Office Fixture Company is a new incorporation in Chicago, located at 1339 W. Twenty-first street. The company has a capital of $6,000.

C. L. Faust of Faust Brothers Lumber Company, Paducah, Ky., has been in the city for the past week conferring with his local representative J. F. Mingea.

J. H. P. Smith of the Hardwood Lumber Company of Cincinnati was confined during the past week to his room in the Sherman House, Chicago, with inflammatory rheumatism. Mr. Smith recovered sufficiently on Thursday to get out for a short time and is now in much improved condition.

NEW YORK

Vanderbeek & Sons, large lumber and millwork house of Jersey City, N. J., have just opened a wholesale and lumber storage department. This department will be under the management of Charles E. Adsit, with headquarters at the Vanderbeek office in Jersey City. The company has acquired a fine piece of property opposite its main office, with large shed room for dressed stock, and yard capacity capable of taking care of sixty cars. The yard is conveniently located to handle and store material at the lowest cost and in addition to doing a general storage business the company will also sell stock where desired for the account of shippers.

The Lumbermen's Credit Association, publisher of the "Red Book", has removed its local office from 1 Madison avenue to 55 John street, Manhattan, where it has secured larger quarters for its increasing business in this territory.

A meeting of the executive committee and the board of trustees of the National Wholesale Lumber Dealers' Association will be held on May 15 and 16, at headquarters, 66 Broadway, for the transaction of important business.

The A. Sherman Lumber Company, wholesaler and manufacturer of Canadian and New York State spruce, white pine and general lumber, has removed its local sales office from 50 Church street to 1 Madison avenue, where Manager George F. Gray will have attractive quarters. The wholesale department of this company is steadily increasing.

The George Webster Lumber Company, large hardwood manufacturer of Swanton, Vt., has opened a local sales office at 25 West Forty-second street, in charge of E. R. Plunkett, to cater to the Metropolitan district trade. The company manufactures northern and southern hardwoods, and specializes in birch and maple. It owns five mills in Vermont and the Adirondacks. Mr. Plunkett has been associated with the company for several years, and has represented it in this vicinity for the past three years.

The White, Potter & Paige Manufacturing Company, for many years prominent in the trim and mill-work trade of Brooklyn, with plant at 415 Willoughby street, has sold out its property for general industrial purposes, and is retiring from business.

Daniel Edwards, who was formerly head of the Edwards Lumber & Coal Company, headquarters Long Branch, N. J., has organized the Coast Mill & Lumber Company. The Edwards Lumber & Coal Company suffered financial difficulties a few months ago, and at a recent sale by the receiver of the old Edwards property at Long Branch Mr. Edwards, acting for the new corporation, purchased the plant for $18,305.

Herbert Mead, Jr., wholesaler of lumber, announces that after May 1 his office will be located at 501 Fifth avenue.

BUFFALO

The directors of the American Forestry Association held their annual meeting at Lake Clear Junction, N. Y., on May 3, when they took the opportunity of inspecting the forestry operations of the Conservation Commission in the Adirondacks. Superintendent of Forests Pettis showed the visitors plans for three new tree plantations on state lands. The state is now planting 900,000 trees there.

Fire caused a loss of about $30,000 to the hardwood lumber yard of E. A. Comstock at Rochester, N. Y., on May 3. About 2,000,000 feet of lumber were destroyed, including a stock of red oak. Mr. Comstock stated that the loss is covered by insurance.

O. E. Yeager is now president of the Victor Motor Truck Company, of this city, a new concern which is making not only lumber and other trucks, but turning out motor fire apparatus for various cities.

F. W. Vetter, who brought a good deal of lumber to this market from Pennsylvania a few months ago, has been disposing of the bulk of it and is looking for good trade in this wood this summer.

Trade has been very good for the past month with the yard of T. Sullivan & Co. There has been a better demand than looked for in hardwoods, and fir sales have also shown an increase.

In another month it is expected that the office of the Standard Hardwood Lumber Company will be located at the new yard on Baitz avenue, where already about 750,000 feet of stock have been assembled.

Anthony Miller has been getting his share of the hardwood trade during the past month, having added fair quantities of elm, basswood and other stocks to the assortment at his yard.

PHILADELPHIA

W. H. Harding of the Harding-Finley Lumber Company reports a fair volume of trading, and shipping a little easier. He recently engaged F. L. Scott, as salesman to cover eastern Pennsylvania and New York state. Mr. Scott is a thorough lumberman, having worked into the business from the stump up. For six years he was connected with the Williams & McKeithan Lumber Company of Lynchburg, Va., and for two years was with Jacob Savage of Petersburg, Va.

Thomas B. Rutter, Jr. of Mingus & Rutter reports a well sustained business with encouraging prospects for spring and summer trading. Shipping is a little easier but stocks are still scarce.

The Coppock-Warner Lumber Company after the liquidation of its affairs will retire from the lumber business. Charles J. Coppock has gone to Picayune, Miss., where he will act as secretary and treasurer of the Cybur Lumber Company.

The Woodland Lumber Company, 720 Arcade building, capitalized at $50,000, is the latest arrival in the lumber field. Percy T. Kneale, late of the Kneale Lumber Company, is president, with Harry W. Campbell, vice-president, and Jerry T. Robinhold, secretary and treasurer. All have been connected with Eli B. Hallowell & Co. They will handle North Carolina and Georgia heart pine and cypress, and as opportunity permits will take up hardwood.

The members of the well-known Saw Dust Club of the Union League of Philadelphia, with a few additional guests, were delightfully entertained, on April 25, by Horace A. Reeves, Jr. of R. B. Wheeler & Co., and Ralph Souder of Hallowell & Souder, at a plank shad dinner, given at Castle Lingstetter, the up-river house of the Undine Barge Club, on the Schuylkill river. The affair was an informal one. Some of the gentlemen who thirsted for an opportunity to exhibit their culinary skill, insisted on doing some of the cooking, others shone as self imposed waiters and a few distinguished themselves as bartenders, etc., etc. It is needless to say that in unfettered stag freedom all did ample justice to this luscious piscatory feast, and that they will long remember the unique and festive occasion.

James Rawle, president of the J. G. Brill Company, builder of trolley cars, died May 1, at the age of seventy years.

The Jacob Wenger's Coach Works at Paradise, Pa., was visited by fire Apr. 26, entailing a loss estimated at $7,000.

Beecher & Barr, wholesalers of lumber, formerly located at 1030 Land Title building have removed their offices to 442 of the same building.

PITTSBURGH

The Palmer & Semans Lumber Company is getting out a fine lot of hardwood at its new plant at Humbert, Pa., on the Baltimore & Ohio Railroad. I. F. Baisley of this concern reports that the mills are cutting mostly bill stuff, and that demand is fair.

Manager G. C. Adams of the Duquesne Lumber Company reports business as steadily growing better and prices on the uptrend. The company's plant at Braemer, Tenn., is now cutting about 50,000 feet a day.

The Thomas E. Coale Lumber Company has added C. E. Bald, formerly with the West Virginia Lumber Company, to its sales force. Mr. Bald will travel western Pennsylvania and eastern Ohio.

The American Lumber & Manufacturing Company notes a great scarcity of dry hardwood stock at the mills. Manager H. E. Ast of this department believes that prices will advance materially owing to the increased demand, and the shortage of stocks.

BOSTON

The W. A. Cairns Wood-Working Company, East Hartford, Conn., will rebuild its plant which was destroyed by fire a few weeks ago. The main building will be 60x70 feet of brick construction, three stories high. The new plant will be modern and equipped with the most improved machinery.

The Connery Brothers' Company, Redding, Conn., has been incorporated with a capital stock of $50,000 for the purpose of engaging in the lumber business.

The auction sale of the fifteen plants of the Hardware & Woodenware Manufacturing Company of New York resulted in the sale of the property to A. H. Tisdale of Leominster, Mass., for $440,000. Mr. Tisdale represented the managers of the various companies. The plants of the company are located in Leominster, Winchendon and Granville, Mass.; Pawtucket, R. I.; Brattleboro, Vt.; Keene, N. H.; St. Louis, Mo.; Mount Joy and Freemansburg, Pa.; Cromwell and East Hampton, Conn., and Kenton, O.

The new plant of the Webber Lumber Company, Fitchburg, Mass., is now equipped and ready for operation. The company has purchased adjoining land and may erect dwellings for its employes in the near future, such a plan having been favorably considered.

BALTIMORE

Under the congressional appropriation bill which makes $11,000,000 available for the creation of an Appalachian forest reserve, a large tract of timber land on the watershed of the Potomac river in Maryland and Virginia has been offered to the Forest Reserve Commission, whereof United States Senator Smith of Maryland is a member. Senator Smith is a widely known lumberman, and by reason of his knowledge of the value of standing timber, was prevailed upon by Secretary of the Interior Fisher to accompany him and others on a trip of inspection to the lands selected by the forest survey. In the party besides the two men named were Congressmen Hawley of Oregon, Congressman Lee of Georgia, and Chief Forester Graves. The entire area intended to be added to the forest reserve was gone over, and the particular lands were pointed out by foresters who surveyed the tracts. The journey was one of the most arduous ever undertaken by a congressional committee.

A. Harvey McCay, Baltimore representative of William Whitmer & Sons of Philadelphia, and Charles H. Buchanan, a young hardwood man of this city, have moved their offices from 9 East Lexington street, to 918 Equitable building.

Robb S. Eccles, a well-known lumberman, has been appointed vicegerent snark of Hoo-Hoo of this jurisdiction, and is working to signalize his administration by various additions to the ranks. He is in conference with other members of the fraternity with the hope of arranging a concatenation in the near future, and has been much encouraged by the responses received.

The new factory of the Maryland Basket & Veneer Company, which for years conducted operations at the Baltimore jail, has been put in operation. The plant is located on East Falls avenue, near Eastern avenue, and is equipped with the most modern appliances. David N. Sills is the new general manager, the company having recently been reorganized. W. T. Kuhns who was president of the old company, remains as a director of the new organization.

COLUMBUS

The L. W. Keyer Cigar Box Company of Dayton, O., has been incorporated with a capital of $35,000 to manufacture cigar boxes and containers. The incorporators are Louis W. Keyer, Sr., Clara Keyer, George W. Ozias, Louis W. Keyer, Jr., and Arthur A. Keyer.

The Little River Lumber Company of Canton, O., has been incorporated with a capital of $25,000 to deal in timber lands, operate a sawmill and manufacture lumber products. The incorporators are H. S. Moses, G. B. Willis, Sidney J. Geiger, S. A. Conklin and C. H. Tillett.

The Wauseon Handle Company of Wauseon, O., has been incorporated with a capital stock of $10,000 to manufacture handles and other articles of wood.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company said: "Trade has been good during the past few weeks, and we have no complaint to make. Orders are fairly well distributed among the various grades of hardwoods, although the better demand is still for the lower grades. Prices in all varieties and grades rule strong, and every change is towards higher levels. Low-grade siding has been advanced recently. Dry stocks are scarce, and the outlook for the future is promising.

TOLEDO

The Gotshall Manufacturing Company reports a good business in hardwoods of all kinds, especially in dry plain oak. Crating lumber is also strong and prices have increased all along the line. The concern is operating at full capacity and the management is optimistic as to the outlook for spring business.

Moog & Culbertson, lumber dealers of Bryan, O., have erected a large storage shed at their lumber yard, which will enable them to keep all stock under roof in the future.

E. L. Burgoon has purchased the Gould furniture establishment at Wauseon, O. Mr. Burgoon was formerly connected with the Red Wing Mill Company.

George Maul, a prominent lumberman of Port Clinton, O., died at his home in that city April 29 at the age of sixty-one years. He leaves a wife and five children, three brothers and four sisters.

INDIANAPOLIS

Joseph Kendall, formerly hardwood timber buyer for H. S. Adams, Fortville, committed suicide on Apr. 27. He was forty-six years old, and had been in ill health for some time.

Chapin C. Foster of the R. S. Foster Lumber Company was re-elected treasurer of the Manufacturers' Bureau of Indiana at the recent annual meeting of the organization in this city.

A. C. Gau, V. O. Woodruff and P. A. Gordon have organized the Gordon Lumber Company at South Bend with an authorized capitalization of $2,000 and will conduct a general lumber business.

An industrial automobile city will be established northwest of the city by Carl G. Fisher, James A. Allison, A. C. Newby and F. H. Wheeler. About 240 acres of land will be offered as factory sites for automobile concerns.

Elmer W. Stout of this city was recently appointed receiver for the Ford & Johnson Company, chair manufacturer at the Indiana State Prison, Michigan. The liabilities are about $2,250,000 and the nominal assets about $1,353,664.

R. A. Hooten, W. J. Stuebe and C. R. Rungan have organized the Wabash Hardwood Company at Terre Haute to conduct a manufacturing and retail hardwood business. The company has been incorporated with a capitalization of $10,000.

On May 4 the veneer mill at Ladoga was destroyed by fire. The loss was $40,000 and the insurance $10,000. The mill was owned by R. C. Scott of Crawfordsville and Harry Daugherty of Ladoga.

The Standard Wheel Company, Terre Haute, has received an order for 150 clubs which are to be made from second growth, straight grained hickory, and which will be used for killing fur bearing seals at the Pribilof rookeries during the coming summer. The order was placed by B. W. Evermann, chief of the division of Alaska fisheries. The clubs will be five and one-half feet long and will taper from a well rounded top to two inches thick at the thickest point.

MEMPHIS

Some days ago the announcement came from Washington that Congress had appropriated $1,500,000, to be used for the immediate repair of all the breaks in the levee system in the Mississippi valley states. Work was to have been undertaken at once, and rushed to completion before it was possible for a second rise to occur. However, the heavy rains in the upper water sheds of the Mississippi and its tributaries have caused the river to rise much sooner than expected and it is now out of the question to make the repairs, although the money has already been made available. This is accepted as meaning that much of the land which is now under water in west Tennessee, east Missouri, east Arkansas, west Mississippi and the upper part of Louisiana will remain so for some time.

This realization is so strong on the part of owners of lumber manufacturing plants in the overflow area that it is admitted that it will now be some time before there can be a return to anything like normal conditions. Most of the mills in extreme eastern Arkansas are closed down on account of high water, and the same is true of a number in north Louisiana. In addition to the fact that the water has interfered with these plants to a material extent, it has also made it practically impossible for logging operations to be resumed. The timber supply prior to the advent of high water was small, and the situation, from the standpoint of these mills, is far from satisfactory.

So far as the local situation is concerned, operations have been resumed by a number of plants which were forced to close down when the flood stage was above 40 feet. In North Memphis the Anderson-Tully Company has placed its veneer plants and sawmill in operation. It was able to run its two box factories during the high water. Moore & McFerrin have their box factory running again, but their sawmill has not started up. The Chickasaw Cooperage Company, whose yard and plant were flooded to an unusual degree, has also begun turning out tight cooperage stock on a liberal scale. The Bennett Hardwood Lumber Company has resumed operations. The Tennessee Hoop Company and the Memphis Stave Manufacturing Company, however, have not been able to start up again. In South Memphis the following firms are among those that have resumed operations: the J. V. Stimson Hardwood Company, Gillette Brothers, Larkin & Co. and the Tschudy Lumber Company.

In addition to the direct influence of the high water, a number of mills have been indirectly affected by the scarcity of timber and there are mills here which would be in operation if they were able to secure anything like an adequate amount of logs. There are very few firms having a large timber supply ahead, and the out-

look from this viewpoint is very unsatisfactory. Production has been materially reduced for the past five or six weeks by the handicap of high water and the scarcity of logs. As a consequence the stock of lumber at Memphis is expected to decrease somewhat rapidly before any material replenishment can be made.

Transportation conditions have improved vastly. All western roads have placed their tracks in condition again and trains are now running on approximately regular schedules. The Illinois Central system is still handicapped by high water in the Mississippi valley and is compelled to run its trains on a somewhat different schedule. Those mills which depend largely upon the Yazoo & Mississippi Valley roads for logs are having some difficulty in getting these loaded and brought to Memphis, owing to the injury done by the break in the levee at Beulah, which has flooded a vast territory between Rosedale and Greenville, Miss.

The affairs of the Dooley-Kellogg Lumber Company have been liquidated and C. M. Kellogg and F. T. Dooley, formerly secretary and treasurer and vice-president, respectively, have gone into business on their own account. Mr. Kellogg will handle hardwood lumber at wholesale with offices in the Randolph building, while Mr. Dooley will engage in a similar line with offices in the Exchange building. W. R. Barksdale, president of the company, will continue to operate his mills in Mississippi. It is understood that he has no connection with either of his former associates in the new business in which they have launched.

The Prairie Lumber Company, Okalona, Miss., has been incorporated with a capital stock of $10,000 and will make a specialty of handling hardwood lumber. The incorporators are Walter Smith, A. L. Jagoe and D. F. Morgan of Okalona, and M. E. Lake and R. E. Goodlet of Tupelo, Miss.

James S. Warren, formerly general manager of the bureau of publicity and development of the Business Men's Club, has become associated with the Forest Products Chemical Company. His resignation from his former position became effective May 1. J. N. Cornatzer, assistant general passenger agent of the Frisco system, has become head of the bureau of publicity and development and an active campaign will be pushed this year, with a view to attracting new enterprises to this city. It is probable that John W. Bailey, secretary of the Business Men's Club, will act as general manager of the bureau of publicity and development.

Louis Carr of Pioneer, O., has begun the erection of the necessary buildings for a large handle factory at Hope, Ark. It is proposed to have it in readiness for operation as soon as possible.

NASHVILLE

Building records for April show that the total operations in the city were more than double those for the same month a year ago, not including the building in the suburbs of which no official record is kept and which has been very active. Indications are that this will be one of the best building years ever experienced in Nashville if the present activity continues.

Although recent additional rains caused further floods in the Cumberland river and its tributaries, the situation was not nearly as serious as during the big floods of three weeks ago. In some instances, however, operations of cleaning away the debris of the first flood were suspended for the time being, and this added to the inconvenience of the operators of lumber plants located on lowlands along the river banks. The ground was also rendered unfit for hauling logs to the rural mills, and this was another handicap to the operators.

The continued high waters have enabled log men to continue their rafting operations along the Cumberland river, and there have been additional heavy receipts of hardwoods from the upper river territory. The high tides this year have afforded the log men unusually good opportunities to make their deliveries to this market and it is believed practically all logs secured from the forests will be brought in before the waters fall materially. The lack of tides has hitherto greatly retarded rafting operations.

The Welch Stave & Heading Company of Monterey is putting in a large plant near Grapevine, where all kinds of beer staves will be made. There is much white oak and post timber suitable for staves in the vicinity of the plant.

Chancellor Allison here has decided that the Nashville, Chattanooga & St. Louis railway must sidetrack cars for the Dunlap Lumber Company of this city. This decision is of especial interest as it sets a precedent on the point not previously covered in Tennessee courts. The railroad has been directed to give two switchings daily. The case grew out of a refusal on the part of the railroad to place cars of logs on a siding for the lumber company until demurrage charges on two cars had been paid. The lumber company declared that a delay in unloading the cars, which caused the demurrage, was caused by a failure on the part of the railroad to give the proper number of switchings. The railroad refused to switch cars, and the company filed suit in chancery to compel this to be done. The chancellor held that it was not satisfactorily shown that the $4 charge was properly due and that the non-payment of such a charge was not sufficient reason to refuse to switch cars for the company if the non-payment was due to an honest difference about the demurrage.

KNOXVILLE

The Maphet & Shea Lumber Company has opened offices in the Henson building and has already secured several large blocks of stock. While this firm is new, its members are experienced lumbermen and their qualifications and personalities ensure their success, which is confidently predicted by all who know them.

E. M. Vestal of the Vestal Lumber & Manufacturing Company, has just returned from points in North Carolina, and reports a greater scarcity of stock than ever before at this time of the year. This condition is largely caused by the impassible roads, which make the hauling of lumber out of the question.

C. F. Maples of the Maples Lumber Company reports business good with his concern, some large sales of stock having been made during the last two weeks.

H. G. Tarvin of the Maryville Lumber Company has just returned from a trip to Buffalo, and points East, and reports that he found trade good and orders plentiful. His concern is having considerable trouble in getting stock to the railroad from its mountain mills, owing to the bad condition of the roads.

BRISTOL

Frank E. Highly and associates have purchased a tract of 14,000 acres of timber in Wythe county, Virginia, and will at once begin the construction of a logging road, for the development of the property. A band sawmill will be installed.

Work has been begun upon the construction of a logging road in the Holston mountains by the Peter-McCain Lumber Company, of this city, which has purchased an area of timber land from A. T. Smalling. The company is about ready to resume operations at its band mill, and will soon be receiving logs from the new timber supply.

G. E. Goodell, manager of the export department of the J. A. Wilkinson Lumber Company, has just returned from a trip in North Carolina, where he purchased 700,000 feet of oak export stock. He says that since the first of the year his department has shipped out more than 3,000,000 feet of export stock, and that the outlook for this trade is now very bright.

A Hoo-Hoo concatenation will be held in Bristol on the night of May 17. It is expected that the meeting will be largely attended by the Hoo-Hoo of this section. Johnson City, Abingdon, Elizabethton and other towns tributary to Bristol will also send large delegations.

E. L. Warren of the Whaley-Warren Lumber Company has severed his connection with that company, and has entered the employ of the J. A. Wilkinson Lumber Company, of which he will act as manager.

The Columbian Paper Company has already increased the capacity of its big wood pulp plant in Bristol, by installing additional machinery to the value of more than $100,000.

LOUISVILLE

The Norman Lumber & Box Company has changed its name to the Norman Lumber Company. It has disposed of its box business, including the factory at Shelby and Fulton streets, to S. E. Booker, who has been in charge of that department for some time. Mr. Booker has organized the Booker Box Company of which he is president and treasurer. Bodley Booker, his brother, is secretary of the concern.

The new regulations pertaining to milling-in-transit have been suspended by order of the Interstate Commerce Commission until August and a hearing will be held in Louisville July 17 to give lumber manufacturers and others interested a chance to state why they believe the proposed regulations are unfair. The hearing will be conducted by C. C. McChord of Louisville, who is a member of the commission, and who is extremely well informed on lumber traffic matters.

Log prices are remaining firm, largely as the result of the small number which have been offered. This is particularly true of logs handled by the railroads, as bad weather and soft roads have made log hauling very difficult. The chances for sawmill men to reduce expenses through cheaper material do not seem to be very good, but the feeling of lumbermen is such that it is unlikely that higher prices will be paid.

A. E. Norman of the Norman Lumber Company has been appointed a member of the arbitration committee of the National Wholesale Lumber Dealers' Association.

ST. LOUIS

A gain of forty per cent in the value of building operations in St. Louis for the month of April, over the same month in 1911, was shown in the statement of permits issued by the building commissioner on May 1.

On petition of the St. Louis-Lumber Company, the E. C. Robinson Lumber Company, the Hogg-Harris Lumber Company, C. J. Harris Lumber Company, E. R. Darlington Lumber Company, B. Graham Lumber Company, and the Julius Seidel Lumber Company, members of the Lumbermen's Club and the Lumber Dealers' Association, the judge of the Circuit court in St. Louis recently granted a temporary injunction against eleven railroads, members of the Southwest Traffic Commission, restraining them from putting into effect new rate schedules with the tap line railroads, following the ruling of the Interstate Commerce Commission declaring the present joint rates null. The writ is returnable May 11.

A similar restraining order also was issued on the same day by the judge of another St. Louis Circuit court, against the Rock Island Railroad Company at the instance of the Warren, Johnsonville & Saline River Railroad Company of Arkansas, in which the Bradley Lumber Company is interested. This writ will be returnable May 13.

At a meeting of the board of directors of the Lumbermen's Exchange of St. Louis, held April 27, the following resolutions were passed:

WHEREAS, The holding of a Forest Products Exposition for the purpose of exploiting and increasing the use and appreciation of all forest products is now being agitated: and

WHEREAS, We believe the holding of such an exposition would have a strong influence in offsetting the encroachment of substitutes, and would tend to increase materially lumber consumption by both increasing the use along avenues now open, and the creating of new avenues for consumption, be it

RESOLVED, That the Lumbermen's Exchange of St. Louis is heartily in favor of the holding of such an exposition provided same is operated through a company formed for that purpose, which promotes the affair along self-supporting businesslike lines, having always in view the general exploitation of all species of woods handled by the different branches of the lumber trade upon this country upon as equal basis, and be it further

RESOLVED, That a copy of these resolutions be furnished the trade press.

According to the report on receipts and shipments of lumber for the month of April, as given out by the Merchants' Exchange, there were 12,767 cars received by rail against 15,944 cars received during April, 1911. This shows a decrease of 3,177 cars this year. The shipments during April were 10,092 cars, against 10,323 cars during the same month a year ago. This shows a falling off this year of 231 cars. There were no receipts or shipments by river during April of this year or last.

The following is the report of inspections and measurements made by the Lumbermen's Exchange during the month of April, and furnished by the secretary of the exchange, George McBlair:

Gum	105,336	feet
Oak, plain red	58,820	"
Oak, plain white	61,898	"
Cypress	32,239	"
Tupelo	20,045	"
Yellow pine	14,759	"
Pecan	21,185	"
Walnut	3,541	"
Cottonwood	1,465	"
Elm	8,762	"
Poplar	34,421	"
Hickory	12,142	"
Total	374,613	feet

This fell short 50,000 feet of the inspections made during March and 325,000 feet behind April of last year. This shortage was caused by the unprecedented adverse weather conditions that have prevailed for several months.

LITTLE ROCK

The lumber business and particularly the hardwood trade, has been seriously interfered with during the past month by the recent floods in the lowland of eastern and southern Arkansas, and there is at the present time very little movement in lumber circles. In almost all parts of the hardwood producing area of the state it has been to a large extent impossible to get into the woods to cut stock and many plants have been put out of business temporarily by high water. In many sections of the state the small sawmills have been forced to shut down until better weather conditions prevail. However, the waters are now receding to a great extent, and it is expected that there will be a good movement in hardwood circles, just as soon as it is possible for the men to resume the cutting of timber.

The long pending suit of the C. E. Ferguson Saw Mill Company against the Iron Mountain and other roads, alleging discrimination in shipments of lumber to Kansas City, has at last been decided by the Interstate Commerce Commission in favor of the complainant. In a recent order the commission instructed that a rate of eighteen cents per hundred pounds on carload shipments of cypress lumber from Little Rock and Woodson to Kansas City be put into effect.

For the purpose of cutting hardwood from the vast lands of the A. L. Clark Lumber Company, a large stave and hardwood mill is being erected at Glenwood, Ark., by Short & Jones, who have the contract to cut the wood. The timber is principally white oak and covers about 100,000 acres.

Henry Frederich, president of the Southern Cooperage Company of St. Louis, Mo., recently secured a site for a large stave mill at Swifton, Ark., from N. D. Moon. The company has recently purchased 1,100 acres of stave timber which will be used as a basis for operations. The cooperage company has a supply of timber to last probably ten years.

The McIntyre-Mann Timber Land Company has been organized at Pine Bluff, with J. F. McIntyre of that city at its head. W. H. Garanflo, a prominent banker of this city, is secretary-treasurer. The company is capitalized at $325,000, fully subscribed. The company intends to develop a large tract of timber land in the southeastern part of the state.

Preliminary arrangements are being made for the state convention of the Arkansas Lumbermen's Association, which will be held in this city June 10 and 11. It is expected that the largest attendance yet recorded will be present. An elaborate program will be prepared, which will include dinners, banquets, sight-seeing trips, etc., and it is expected that the convention will be quite an auspicious affair.

MILWAUKEE

The Kneeland-McLurg Lumber Company has been organized in Milwaukee by D. M. Kneeland, a well-known lumberman of Milwaukee, and E. S. McLurg, who has been connected with the Kneeland interests in Michigan and Louisiana. Offices have been opened on the second floor of the Caswell building. A general wholesale business is being carried on and preparations are being made for opening a string of yards about Wisconsin. D. M. Kneeland is president of the Kneeland-Bigelow Company of Bay City, Mich., and is also interested in the Grayling Lumber Company of Monroe, La., of which Mr. McLurg, the other member of the new firm, has been manager for some years.

Charles Abresch, president and treasurer of the Charles Abresch Company, manufacturer of automobile and wagon bodies, died Apr. 27 at his home in Milwaukee. Mr. Abresch is survived by a widow and a daughter, two stepsisters and two step-brothers.

The contract for the furniture for the state capitol of Idaho, which is being erected at Boise, Idaho, has been awarded to the Wollaeger Manufacturing Company of Milwaukee.

A large number of mills have started up in different sections during the past few days. The flooring, saw and planing mills of the Robbins Lumber Company of Rhinelander have begun operations. The John Schroeder Lumber Company of Ashland started running its mill with a day crew until rafts can be brought in. At Washburn, the J. S. Stearns Lumber Company has started up its mill on the night shift while the M. H. Sprague Lumber Company will start operations as soon as some necessary machinery is installed. The Wachsmuth Lumber Company of Bayfield has started on the season's run. About 18,000,000 feet of timber have been put in by this concern.

H. G. Miller of Sheboygan, president of the H. G. Miller Lumber & Manufacturing Company, died Apr. 25 at St. Nicholas hospital.

Secretary R. S. Kellogg of the Northern Hemlock & Hardwood Manufacturers' Association has called a meeting of timberland owners of northern Wisconsin to be held at Wausau. The purpose is to form plans for mutual protection against forest fires.

The Mellen Lumber Company has started operations on the site of its new buildings in Glidden, where the company has decided to locate its office, roundhouse and machine shop now located at Shanagolden.

The Fond du Lac Church Furniture Company of Fond du Lac is preparing to erect a reinforced concrete and brick addition 20x90 feet to its present plant.

A steam power wood cutting machine will be installed by W. E. Hallenbeck in the woods at the J. W. Wells Lumber Company camps on the Peshtigo river near Wausaukee. The machine will be built on two flat cars so that it may be moved from camp to camp to cut refuse timber left by the logging crews.

A new dry-kiln and an office building to cost $15,000 will be erected for the Garton Toy Company of Sheboygan.

Theodore Ellenbecker has opened his woodworking factory at Sturgeon Bay and is manufacturing a line of hardwood articles, including mission furniture, ironing boards, etc.

GRAND RAPIDS

Maple flooring for Idaho's new $2,000,000 state house at Boise City will be supplied by the Nichols & Cox Lumber Company of this city.

The Kindel Bed Company of Chicago will remove its manufacturing plant to this city. The new factory will be located near the Macey plant in the south end, and will be completed and in operation early in the fall.

G. von Platen of this city plans to enlarge his planing mill at Iron Mountain by adding four machines. His double band sawmill is running steadily, and it is probable that a large flooring plant will be built in the near future.

The Hart Cedar & Lumber Company has built a new mill at Hart, with capacity of 30,000 feet per day.

The distribution of seedling forest trees from the nurseries of the state agricultural college at Lansing has been larger than ever before, exceeding 100,000 trees to date. Many orders for trees have come from southern and eastern sections of the state for the development of farm woodlots.

The Hardwood Market

CHICAGO

Local opinions of the general condition of the Chicago consuming trade differ considerably, but it is safe to say that the general aspect of the situation is favorable. A number of local concerns report, however, that the past two or three weeks have been marked by a noticeable slackness in trade. In all probability this condition is due to the sudden stimulation in prices during the last month. There is an apparent belief among the buyers that this strengthening of values is artificial and will not be of any duration and they are consequently hesitating in placing orders, following their belief that old prices will be restored in the not far distant future. That they are doomed to disappointment is assured by the universal reports from all producing sections showing abnormal shortage of stock, with no prospect of getting any considerable amount of dry stock for some time to come. It is seriously predicted that the present advance in prices will not only hold but will be increased, and that buyers will do well to get in on the present basis rather than hold out for lower prices and have to pay even more.

The rather sudden jump has hit a number of

concerns who placed orders for future shipments on contract at the old prices. A considerable amount of stock has been delivered locally within the last week or two at an actual loss to the jobbers who handled it. They were compelled to fill orders and in doing so actually had to pay more for stuff from the mills than their contracts brought to them.

Some remarkable sales have been put through in Chicago recently, among which is an order from a large southern manufacturer for fifteen cars of plain oak at fifty-four and thirty-four dollars. The market in almost all items is improved and the general opinion is that the greatest difficulty in the next few months will be in securing stock to fill orders with any degree of profit. One firm of prominent wholesalers in the city said a few days ago that it did not want any more orders. Shipments from the South are becoming more regular and the local trade is more or less assured of having deliveries on time.

NEW YORK

The hardwood market at New York shows a fair movement of stock. Good lumber is not overplentiful and there is a sufficient demand to keep prices very firm. Low-grade stock is also moving freely and while the general run of prices still keeps buyers inclined to buy largely for actual needs, yet there seems to be sufficient stock moving to keep the general market in good shape. Every indication points to hardwood lumber of all grades holding its own during the balance of the spring and summer trade.

BUFFALO

The hardwood trade has become a little stronger during the past two weeks. Inquiries are more numerous, and cover a wide variety of stocks. However a fair proportion of this inquiry is for stocks which are not to be found in this market, or which are scarce. Piles of lumber have been pretty well cut down during the long winter season, and the yards are looking forward to the opportunity of replenishing in a number of woods.

Plain oak, which continues scarce and high, leads in demand. Quartered oak is reported stronger in the better grades. There is a better demand for brown ash. Birch and maple continue in relatively good sale. Low-grade poplar holds strong.

PHILADELPHIA

There has been no appreciable change in the hardwood situation during the last fortnight. Shipments are easier, but the incessant rains still hamper activity at mill ends, and seasoned lumber brings most any price. A slight lapse in trading is due mainly to inability to secure the goods, and vigorous effort is being made to get out the old orders. Furniture factories show fair activity; box makers report steady trading and building work is moving forward as fast as the weather will permit. The various woods hold the same position as the last fortnight and there is no liklihood of a decrease in values for some time to come.

PITTSBURGH

The local hardwood business is showing up better in both sales and demand than any other line of the lumber trade. The tendency in all quarters is toward higher prices. Mills have been slow in getting out orders for good hardwood stock owing to the bad roads and the exceptional weather conditions and floods. From the Southwest comes assurance that it will be six weeks before there will be a free movement of gum and cottonwood for these reasons.

The manufacturing trade is taking fully as much hardwood as two months ago, and there is some increase in the demand from the yards. Wholesalers believe that shrewd buyers will be in the market early this summer for fall stocks, and everything points to an increased demand later in the year.

BOSTON

A fair amount of activity has been shown in the demand for hardwood lumber in the local market during the fortnight.

Buyers appear to have come out of the state of apathy they have been in all winter.

Large consumers of hardwoods have been small buyers for so long a time that now they actually need lumber. The larger demand is being followed by firmer and higher prices. Most manufacturing plants are busy, with a good outlook. Interior finish people have about all the work they can handle.

Dealers are holding plain oak with more firmness than for many months. Offerings have been light for some time, due largely to the damage done by floods in mill districts. Much lumber that has been ready to ship has been made unfit for immediate delivery by water. Quartered oak is still in quiet call, with plenty of stock offered. Maple has been in fair request for several weeks but now the demand is really active and prices are firmer. The call for cypress is only moderate and prices are steady. There is some call for the more expensive woods, such as walnut and cherry.

BALTIMORE

Hardwood trade conditions are about the same as they were two weeks ago. Though stocks at the mills do not exceed very modest proportions the greater part being green and wet, the demand seems to be below what it should be under the circumstances and buyers are almost indifferent concerning supplies. This is largely attributed to the advance in prices, which has carried quotations to figures that cause users of lumber to halt. Many yards would no doubt place orders if they could do so on the basis of the old figures. They now hesitate in the belief that values will be easier as soon as the edge has been taken off the requirements by the larger offerings of the mills, which have begun to run with some regularity once more. Stocks at producing points are small, heavy rains having interfered with drying and also having hampered work at the mills. The general demand has been held back for some time, accumulations in yards or at mills being drawn upon for current needs, until now there is a considerable deficiency to be made up. This will take time, and meanwhile quotations will remain high.

Exporters are quiet, but the end of the British labor troubles is expected to be followed by a brisk demand. The continental situation is excellent. Trouble has been experienced here by reason of a stevedores' strike which prevented vessels from leaving, and unsettled the transportation business generally. As a result export stocks have not gone forward as they should, but these are merely temporary checks, and do not seriously affect prospects. It is the general expectation that high prices will continue and that buyers will have to meet the terms of the producers.

COLUMBUS

Strength has been the chief characteristic of the hardwood trade in Columbus and central Ohio during the past fortnight. Building operations are active and there is also a better demand for hardwoods from manufacturing establishments. Prices are ruling firm in all grades and varieties. There is no movement to shade prices in the least and every change has been toward higher levels. Dry stocks in the hands of mill owners are rather short, which means continued firmness in all lines. Jobbers report a good demand for hardwood flooring upon which advances have recently been made. The feature of the trade is the continued demand for the lower grades. Advances have been made in certain low grades of chestnut and oak, and the entire list is strong. There is also a good movement of the upper grades, with no accumulation of stocks in any grade. Quartered and plain oak is selling well and especial strength is shown in white oak. Chestnut is strong and sound wormy is in good demand. Poplar is one of the best woods in the market. Basswood is strong and other hardwoods are unchanged.

TOLEDO

The local hardwood market is improving after weeks of apparant dullness and quietude. The manufacturing concerns such as furniture, vehicle and automobile factories are sending in a strong call for hardwoods, plain oak being especially strong. Dry plain oak is exceptionally hard to get, and is being picked up closely. The market remains firm and there has been a decided advance in prices on plain oak. Quartered oak is not as strong as plain, but it is in fair demand, and there has also been an increase in prices on same. Crating lumber of all kinds is in heavy demand and shows a marked advance in price. The demand from the building trades is also increasing. Residence building is strong and many new homes are being constructed, most of them calling for goodly quantities of hardwood flooring and finish.

INDIANAPOLIS

The hardwood situation continues to improve, business having been good during the last two weeks. A number of substantial contracts have been let, and hardwood interests are looking forward to a successful season. Manufacturing concerns using hardwoods have enough business ahead to keep them busy for several months. Prices are remaining steady. However, there may be a slight advance in the near future, particularly on the different grades of oak. There has been a marked improvement in shipping facilities in the last two or three weeks, the car shortage situation having been broken.

NASHVILLE

There is perhaps at present the greatest scarcity of desirable hardwood stocks on the Nashville market than has been known for many years. No trouble is found in disposing of desirable stocks at advanced or even fancy figures, as dry stocks of all woods are in very active demand. Consuming factories and builders are strongly in the market, and indications point to a record breaking year for the latter. The scarcity of desirable stocks is due to the fact that not alone have the mills on the river been shut down in many instances by the floods, but in the rural sections which were not reached by the high waters, the logs have been too wet for handling and the roads too soft for hauling. The increased demands from bridge builders, railroads and others which have extensive repairs to make, as a result of the floods, will necessarily add to the scarcity of stocks, as well as increase the upward tendency of prices. In some instances manufacturers have placed orders elsewhere in their efforts to meet the demands of the consumers, and in some instances orders have been refused of necessity. All manufacturers of finished products are active in their demands for good stuff and there have been advances all down the line, lower grades showing more activity than the higher grades. Unusually heavy receipts of logs from the upper river country have been reported on the recent high tides, logging concerns having had a splen-

did season for their operations. Practically all woods have been sharing in the activity. Plain oak, ash, hickory and gum have led in demand. There has not been a very general call for poplar. Cypress is steady, and shows improvement. Taking it as a whole, the lumber situation is very satisfactory.

KNOXVILLE

The weather for the past two weeks has been anything but favorable to the lumber business. The heavy rains have made country roads almost impassable and it will take two weeks of continued good weather to get the roads in a condition for hauling. Mills have found it impossible to carry on operations and in some cases have suspended work entirely. The recent tides on the rivers in the vicinity of Knoxville have made it possible for large consignments of logs and some lumber to come up the river, and in many cases this has been the only way that country stock could be obtained. However a fair volume of business is reported by lumbermen of this city and collections are good.

Oak is by far the strongest wood on the list, closely followed by poplar, chestnut and ash.

BRISTOL

Local trade remains about the same, with the exception of a somewhat better outlook for prices. While a large amount of stock is moving and a fairly satisfactory volume of business is being done, the situation could be much better. Mostly all mills are running, and the best of feeling pervades the lumber industry of this section. Planing mills and especially plants manufacturing hardwood finish, are doing a splendid business, due to increased building operations in other sections of the country, notably the East.

LOUISVILLE

Warm weather and better conditions for handling lumber have had a good effect on business, and trade is reported generally to be improved as compared with a fortnight ago. The falling waters have enabled operations to be resumed to a limited extent in the flood-swept district of the Mississippi valley, but little lumber will be offered from that district for sometime to come, as drying out flooded stock will take some time, while new lumber cannot be shipped for months. This means that the supply of hardwoods on the market will continue to be small, and dry lumber should command a premium and be readily salable. April business in Louisville showed not only an improvement as compared with March, but also a considerable gain over April, 1911. It is believed that while the effect of the political situation will be somewhat greater than had been expected, it will not interfere seriously with trade for the next sixty days. After that the usual midsummer dullness is due, hence politics cannot seriously affect the situation.

Plain oak continues to be a leader in demand, and poplar is also selling well. Quartered oak is slightly stronger. Chestnut, cottonwood and gum are holding up well. Hickory is also selling better. Ash is moving in fair volume.

ST. LOUIS

Quite an increase in business has been shown in the local market during the past fortnight. Part of this increase has been caused by the demand being diverted to this point from such hardwood centers as Cairo and Memphis on account of high water at those points. The consuming trade, however, has not thoroughly realized the fact that dry lumber will be very scarce this summer on account of the flood conditions in the South which have seriously affected the hardwood supply. Furniture dealers have a fair supply of lumber on hand and are not worrying a great deal over the situation.

The best item in demand is plain sawed oak, and the call for it has resulted in quite a scarcity. Consequently prices have advanced. Gum is increasing in demand and some advances have been noted. Ash is also advancing. Poplar is showing more life, and cottonwood is selling well. Cypress is improving in request. Stocks are in good condition at this point, and an increase in business is looked for very soon.

NEW ORLEANS

In spite of various drawbacks in the shape of weather conditions and high water, trade has remained steady and in some sections has shown improvement. The lower grades of hardwoods are moving freely, and at advanced prices. The principal difficulty encountered in the export trade is the weather conditions, high water throughout the woods greatly hampering shipments from the interior. This has resulted in a scarcity of tonnage and the prospects are that before normal rail conditions are restored there will be considerable difficulty experienced by most of the steamer lines in securing adequate cargoes. Generally speaking, the stave market remains in a satisfactory condition.

MILWAUKEE

The shortage in lumber stocks has extended outside of hardwood lines, and dealers report that dry stocks of hemlock and yellow pine are much lower than at this time a year ago. The shortage of course is most keenly felt in the hardwood field, where it is practically impossible to secure certain stock, particularly birch. New basswood stocks are beginning to make their appearance here, but new birch is not expected before the middle of the month. There are plenty of cars at most of the northern mills, and it is expected that shipments will be rushed just as soon as stocks are in condition to move. Wholesalers are meeting with considerable difficulty in getting southern hardwoods at the present time. It seems that many of the southern mills are not in a position to make quick shipments on account of broken stocks, and the high water situation.

There is an upward tendency in the market, which started during the latter part of April, and there is every indication that prices will go still higher. Stocks are decreasing, and the demand is naturally much stronger than at this time a fortnight ago. Birch and maple lead in demand, with plain oak a close second. Basswood is holding its own. All lower-grade stuff is showing a steady improvement.

Stocks on hand at practically all the manufacturing plants here are light and it is absolutely necessary that better orders be placed as business improves. Furniture plants are buying well, and one or two local wholesalers report some especially fine orders from the furniture people. The building season locally and about the state is opening up very satisfactorily. More really large structures are now in the course of construction in Milwaukee than at any time in years.

GLASGOW

Trade in this market is still rather unsatisfactory, which is to be expected after the disastrous coal strike. However, from all indications a change will soon take place, when it is hoped business will resume its normal course.

The Steamship Kastalia has just arrived in port from Baltimore and Newport News with a smaller cargo than usual of American hardwoods consisting of oak boards, oak logs, whitewood boards, etc. So far, very little of the lumber has been discharged, but what has been is of good quality and in good condition, and well manufactured. High prices are being asked for the various brands, and it is realised that these advanced rates will require to be paid by the various buyers. The freight situation is becoming troublesome, and there is no telling where it is going to end.

Pitch pine in logs and lumber has never been higher in price than it is here at present, and practically the same remarks apply to mahogany. In fact shippers of these two woods are refusing cabled offers almost daily. American hardwoods are pretty much under the same condition, and the oak staves in the market are exhausted, very few arriving except against old contracts not yet completed. Whitewood boards is the only lumber held rather heavily, and this has been caused by the cheapness up to now of Gaboon mahogany. However the latter wood has advanced in price so that the lower qualities of whitewood will move once more.

Oregon pine is now selling better, and in spite of the heavy stock brokers have advanced prices. Birch logs are selling fairly well, but this wood has been freely imported recently, and if further lots come forward immediately prices will be a shade easier.

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Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED—A GOOD VENEER SALESMAN

familiar with the mahogany requirements of the Chicago trade. Address
"MAHOGANAL," care HARDWOOD RECORD.

WANTED—GENERAL SUPT. AND

Heads of Departments, having experience in Southern hardwood operations, including planing mill foreman, wood superintendent, engineer, master mechanic, timber estimator, etc. Preference given to Christian and temperance men with families. Good town of 2,000 people. Five churches, natatorium, club house, hospital, etc.

Men who desire to connect themselves with a permanent organization would do well to apply to "BOX 49," care HARDWOOD RECORD.

WANTED.

First-class, practical inspector for Chicago yard. Thoroughly familiar with all kinds of hardwoods. Must be an intelligent grader and willing worker. Good opportunity for one capable of filling position satisfactorily. Address
"BOX 45," care HARDWOOD RECORD.

WANTED

A high-class hardwood salesman familiar with the Chicago trade. Address
"HARDWOOD," care HARDWOOD RECORD.

EMPLOYMENT WANTED

POSITION AS BUYER WANTED

A thoroughly experienced, competent and intelligent hardwood man with unquestioned references as to ability and integrity, seeks a position as buyer for high-class wholesale or manufacturing institution. Wants good salary and can earn it. Would consider a connection as salesman with a reliable oak, cottonwood and gum manufacturer. Address in confidence,
"BOX 50," care HARDWOOD RECORD.

POSITION WANTED

by young man, thoroughly experienced in manufacturing end of southern hardwoods. Is a first-class all-round office man, and has had experience buying logs, sales department work and on road. Best of references and bond can be given. Address
"BOX 52," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

RAILWAY EQUIPMENT WANTED

WANTED

Second-hand 42" gauge logging cars to operate on steel rail. Address
KENTUCKY LUMBER CO., Williamsburg, Ky.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.
THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

WOULD LIKE TO HEAR

from parties in Indiana, Ohio and New York buying White and Red Oak, Ash, Maple, Elm and Hickory in the log. Address
"BOX 29," care HARDWOOD RECORD.

WAGON STOCK FOR SALE

FOR SALE.

One carload of about 400 sets of 2½x2½—3' Sawed Oak wagon felloes, all of which are bone dry and ready for use.
O. C. GALLOWAY, Clarendon, Ark.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

TIMBER LANDS FOR SALE

FOR SALE—160 ACRES

Oak and Hickory timber land, 2½ miles from Gillett, on Cotton Belt Ry. Good roads. Land does not overflow. Is located in the famous Arkansas rice belt. Address
BOX 188, Gillett, Ark.

HARDWOOD TIMBER TRACT

For sale—10,700 acres, finest tract of hardwood in Louisiana. On Sabine River. Cruiser's report shows over one hundred million feet. Price $16.00 per acre, including the land. Address KENDALL & WILSON, Palestine, Texas.

TWO MILLION ACRES TIMBER

All kinds. Everywhere. Full particulars on request. JONES THE TIMBER MAN,
Pettigrew, Ark.

FOR SALE—5,000-ACRE TRACT

of Hardwood Timber Land located in Perry Co., Tenn. This tract contains a large amount of Hickory and Oak tie timber; land is suitable for farming or pasture when timber is removed; a bargain at $5.00 an acre. Will arrange terms; investigate. For particulars address
FRANK P. CLEVELAND,
2440 Adams Express Bldg., Chicago, Ill.

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE—IN MAINE AND CANADA

Both hardwood and soft wood timber tracts. Any size desired. HILLARD C. SCHOPPE,
Cherryfield, Maine.

LUMBER WANTED

WE ARE IN THE MARKET

for all kinds of Hardwood, log run, at lowest cash prices delivered.
GUENTHER LUMBER CO., Philadelphia, Pa.

WANTED TO BUY

One car 3" 1sts & 2nds Dry Poplar. THE WALNUT LBR. CO., Indianapolis, Ind.

BIRCH WANTED

3 cars 4/4 unselected Birch.
THE WALNUT LBR. CO., Indianapolis, Ind.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."
HARDWOOD RECORD, Ellsworth Bldg., Chicago.

LUMBER FOR SALE

FOR SALE

No. 1 Com. Sap Gum, 10,000'; Strips, 3½ to 4½", 15,000'. Under the head of Tupelo; No. 1 Com., 40,000'.
PHILADELPHIA VENEER & LBR. CO., INC.,
Knoxville, Tenn.

FOR SALE.

1 car 8/4 1sts & 2nds Plain Red Oak, bone dry.
1 car 12/4 1sts & 2nds Plain Red Oak, bone dry.
3 cars 4/4 No. 1 common Ash, bone dry.
1 car 6/4 No. 1 common Ash, bone dry.
THE WALNUT LBR. CO., Indianapolis, Ind.

DIMENSION STOCK WANTED

WILL CONTRACT FOR

twenty cars of chair posts band sawn to shape, 1x2¼x40. THE WISCONSIN CHAIR CO.,
Port Washington, Wis.

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

MACHINERY FOR SALE

FOR SALE—COMPLETE SAWMILL

band and rotary, steam feeds, edger, trimmer, filing room machinery, all pulleys, belting and shafting, and power plant, all in good condition. Will be priced at small percentage of its value to cash buyer. For information write "MILL BARGAIN," care HARDWOOD RECORD.

FOR SALE

One 6x10 automatic buckeye engine, belted to 15 KW Willey generator, 110 volts.

One 14x24 Tangye bed buckeye automatic engine.

Two 16x66 return tube tubular boilers.

One 50 H. P. transmission rope drive, complete.

One Kensington feed water heater.

One miscellaneous lot shafting, pulleys, hangers. LOUISVILLE VENEER MILLS,
Louisville, Ky.

FOR SALE

A three band sawmill complete, including burner, filing machinery, machine shop machinery and tools. A bargain. Address
I. STEPHENSON CO., Trustees, Wells, Mich.

FOR SALE

One 88" Merritt Veneer Lathe.

One Coe Clipper to match.

One 8 ft. Clemons Belt Sander. All slightly used. EMPIRE VENEER CO., Buffalo, N. Y.

BUSINESS OPPORTUNITIES

ONE OF THE LARGEST

Hardwood Lumber firms in Ontario with A1 connection, wants sole selling agency for Canada for southern hardwoods and veneers on commission, large sales, territory thoroughly worked. Address "BOX 47," care HARDWOOD RECORD.

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

ARE YOU INTERESTED IN

Gum and red oak? I own in fee simple two small and carefully selected tracts of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

Business Stationery
of the Finest Quality
WRITE FOR SAMPLES AND PRICES TO
SAUL BROTHERS
626 Federal Street CHICAGO

Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK
and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO. Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: Mill at
22nd, Sangamon and Morgan Sts. Falcon, Miss.

Telephone Canal 1688

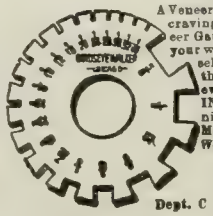
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S Mail Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.

Dept. C BIRD'S EYE WALKER

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

Will not come to pieces after they are in the furniture

Do you see the point?

USE VENEERED PANELS, WE MAKE THEM IN Two, Three and Five Ply

THERE is a dividing line in every man's business, and every man in business wants to keep always on the right side of that line.

As a manufacturer, if you can buy any part of your product cheaper than you can make it, then it is good business policy on your part to go out and buy.

Nine chances in ten, you will increase your output and improve your product in so doing.

With us it has been a development of efficiency in panel making, not only in producing, but in making built-up panels that will not come to pieces afterwards.

As a consumer of veneered panels, unless your equipment, facilities and expertness in handling panel making equal ours, we can supply you with two, three and five ply veneer panels far cheaper than you can make them yourself.

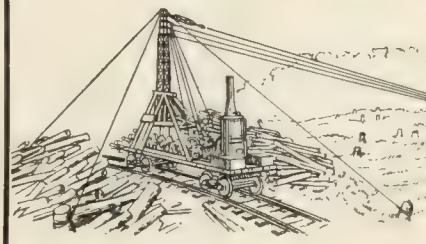
It makes no difference to us what kind of panels you use, just tell what they are and we will submit samples and quote rock-bottom prices.

We supply built-up panels in two, three and five ply. Quarter-sawed Oak, Quarter-sliced Oak, Figured Mahogany, Plain Mahogany, Red Birch, Gum, Basswood, Yellow Pine, Oak, Ash, Maple, Elm. We make it a rule to enforce prompt shipment.

THE GORHAM BROTHERS COMPANY, - MT. PLEASANT, MICHIGAN

The CHEAPEST HARDWOOD LOGGING

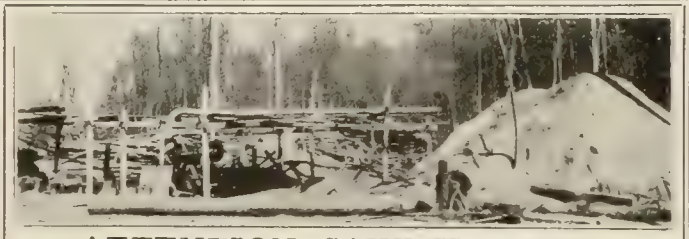
IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
CHICAGO SEATTLE
7 Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER



ATTENTION, SAWMILL MEN!

Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. Write Today for Catalog and Prices

BEMILLER FAN BLOWER COMPANY, BUTLER, OHIO



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

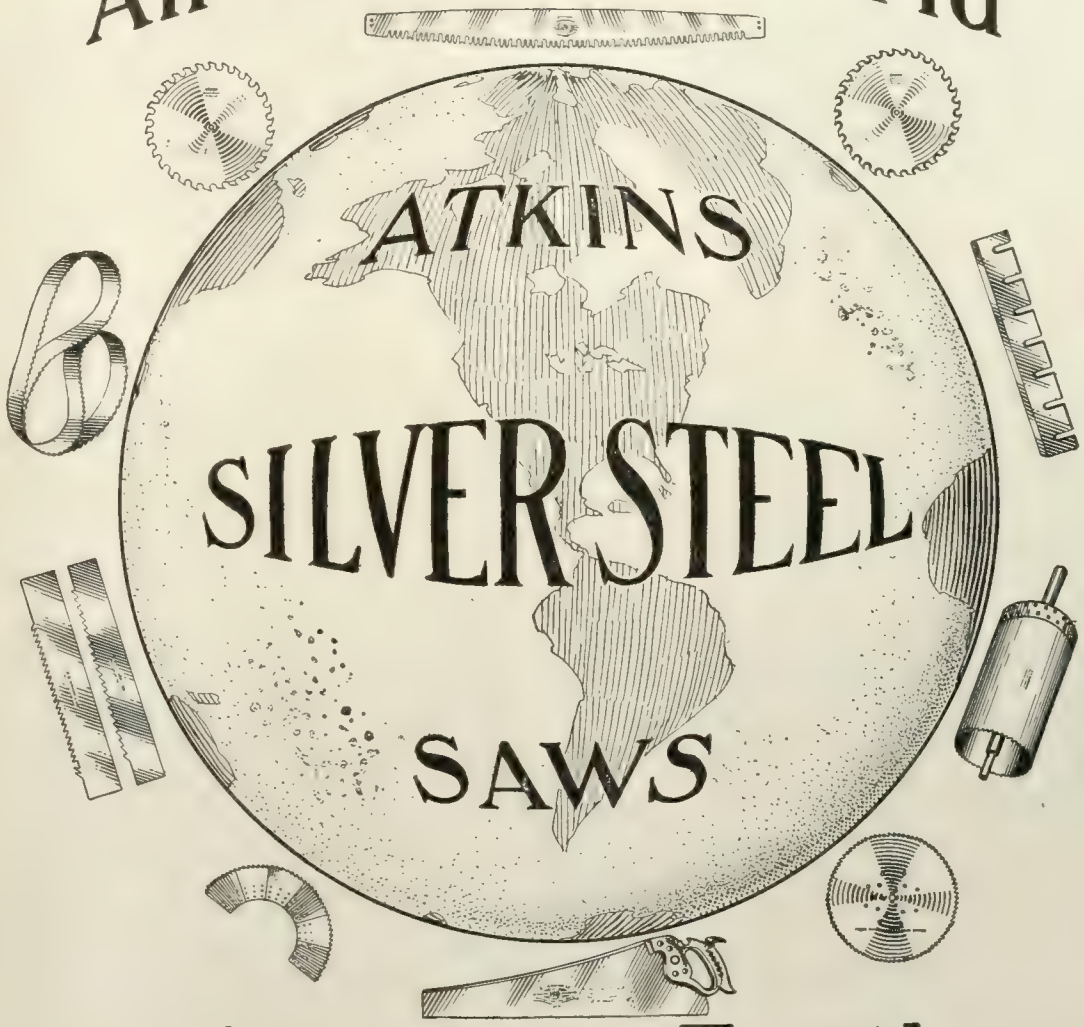
Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

SOLD

All over the world



Finest on Earth

BANDS, CIRCULARS, CROSS CUT, GANG,
DRAG, HAND AND WOOD SAWS.
A PERFECT SAW FOR EVERY PURPOSE

E. C. ATKINS & CO., Inc.

THE SILVER STEEL SAW PEOPLE

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Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Vancouver, B. C. Sydney, N. S. W.
Canadian Factory Hamilton, Ont.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

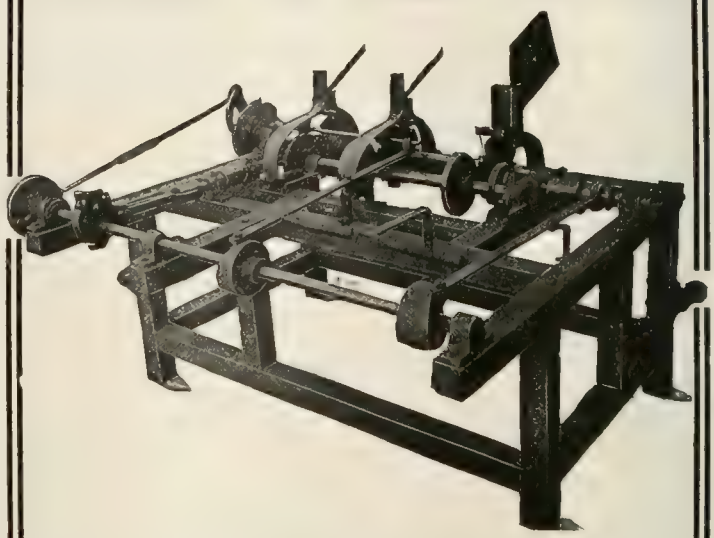
BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

Cable Address:—"Ba cwin, Philadelphia."

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

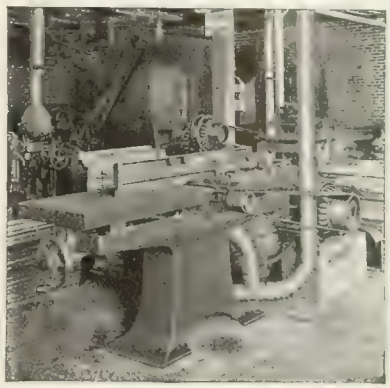
LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

Westinghouse Motors

will increase the output of your plant without increasing your running expense.

Put one of these motors on each one of your wood-working machines, making each independent of all others, arrange all the machines for minimum handling of material, operate each machine at just the proper speed, and then watch the profits increase.



Jointer Driven by Westinghouse Motor

The motors will stay on the job continuously, day and night if necessary, and your power bills will be surprisingly low. No extra power charges for overtime work. The power used is always in exact proportion to the work done; you don't have to drive a few hundred feet of shafting to run one machine.

Our men are thoroughly familiar with the application of Westinghouse motors to wood-working machines. Their advice is free; ask for it.



Rip Saws Driven by Westinghouse Motors

Westinghouse Electric & Manufacturing Co.

East Pittsburgh, Pa.

Sales Offices in Forty-five American Cities



THE RUSSEL COMBINED SKIDDER AND LOADER IN OPERATION

Russel Logging Cars are built to stand severe service, of any capacity desired or to suit any length of log.

Logging Economy

will interest you

The most convincing proof of any machine's efficiency, next to a personal trial, is the expression of those who have used them.

We shall be pleased to furnish you with the proofs or the names of the operators who will be glad to show you the machines in operation.

The Russel Combined Skidder and Loader has demonstrated itself to be superior in design and construction. The great decrease in cost and increased efficiency of logging is bound to appeal to the operators.

Russel Wheel & Foundry Co., Detroit, Mich.



CLYDE STEAM SKIDDER

The original skidder which has made ground skidding popular

Equipped with outhaul system, carries the skidding line out farther than a horse could pull it and at a speed of 1000 feet per minute. It also has auxiliary setting drums for carrying out a light setting or pilot line. Self-propelling—powerful—efficient.

The most economical all around loading machine is the old reliable

McGIFFERT LOG LOADER

Made with either stationary or swing boom. It is also equipped with four-wheel, swivel trucks for use on light rail. These trucks always remain in horizontal position when raised and come back squarely to the track when lowered. Send for Catalogue.

CLYDE IRON WORKS, DULUTH, MINN.

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CHICAGO, ILL. 318 Fisher Bldg. C-113 | NEW ORLEANS, LA. 421 Carondelet St. | SAVANNAH, GA. 501 Germania Bk. Bldg.



ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE

STEAM WATER SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

SELLING AGENTS

CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

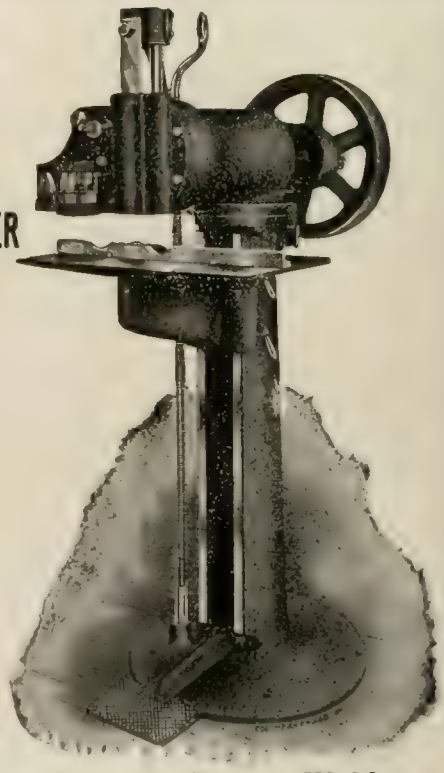
307 W. Randolph Street, CHICAGO

ESTABLISHED 1882

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



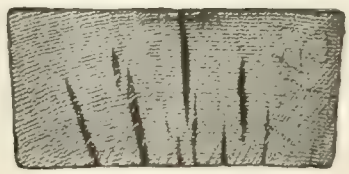
Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

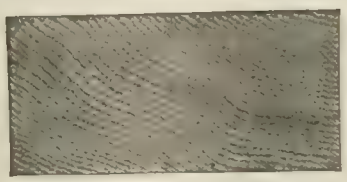
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

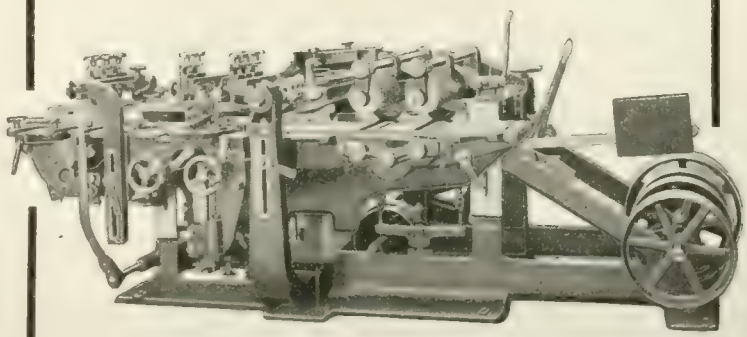
For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



SMITH OF SMITHVILLE
Woodworking Machinery

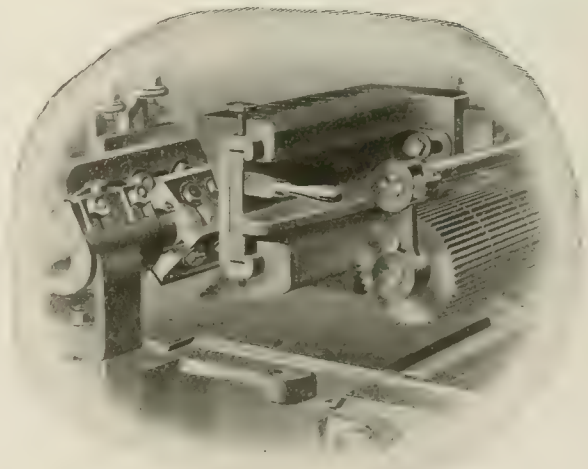
Extra Heavy MOLDING MACHINES For Working HARD WOODS



These Heavy Molders Embody All Late Valuable Improvements

THE NEW SECTIONAL CHIP-BREAKER

(Shown Below)



For Special Circulars, Address

H. B. Smith Machine Co.

Smithville, N. J., U. S. A.

NEW YORK CHICAGO ATLANTA SAN FRANCISCO

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood,** Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4 cars 4/4" No. 2 Common Quartered White Oak
1 car 2½" No. 1 Com. and Bet. Plain White Oak
2 cars 4/4" No. 2 Common Quartered Red Oak
1 car 4/4" 1s-2s Poplar
5 cars 4/4" No. 1 Common Poplar
2 cars 4/4" Log Run Ash

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

Wanted Orders for the following

5 C/L 5/4 No. 1 Com. Yellow Poplar.
5 C/L 5/4 No. 2 Com. Yellow Poplar.
5 C/L 5/4 No. 3 Com. Yellow Poplar.
5 C/L 4/4 log run Basswood.
3 C/L 5/4 log run Basswood.
2 C/L 6/4 log run Basswood.
2 C/L 8/4 log run Basswood.

WEST VIRGINIA STOCK

THE DOMESTIC LUMBER CO.
Hardwood Forest Products
Columbus, Ohio

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY
Fort Wayne, Indiana

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

COSTS BUT ONE CENT

to get our prices on Hardwood lumber, Maple and Birch Flooring, and may be the means of

SAVING YOU DOLLARS

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

ARPIN HARDWOOD LUMBER CO.
Atlanta, Wis. and Grand Rapids, Wis.
SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF
ALL KINDS OF
HARDWOOD LUMBER

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

LEADING

VENEER

MANUFACTURERS

OF THE U. S.

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL — FACTORY AND MAIN OFFICE

MELLEN — VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.
Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK BIRCH
BEECH MAPLE BASSWOOD
CURLY BIRCH BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

NEW YORK OFFICE, 200 Fifth Ave.

LEADING

VENEER
MANUFACTURERS

OF THE U. S.

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

BASSWOOD
BIRCH
MAPLE
ELM
ASH
OAK

VENEERS of QUALITY
AND
PANELS of QUALITY
Made In THE CITY OF QUALITY

Send Your Specifications to **THE CADILLAC VENEER CO., Cadillac. Mich.**

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY
General Offices, KANSAS CITY, MO.

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

Hoffman Brothers Company

QUARTERED WHITE OAK — MAHOGANY
SLICED AND SAWED QUARTERED RED OAK

WALNUT
CHERRY
VENEERS
ASH
MAPLE

AND HARDWOOD LUMBER

Let us send you Stock List FORT WAYNE, IND.

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING

Huntington, West Virginia

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

Soft Yellow Poplar

4/4 1st & 2nds, 7" to 17"..85,000
4/4 Panel & Wide, No. 1, 18" & up.....15,000
Clear Saps.....25,000
Selects 19,000

CUT AT OUR OWN HEIDELBERG, KENTUCKY, BAND MILL

A few cars each of 1st & 2nds
Quartered White and Plain White Oak

PLEASE WRITE US QUICKLY FOR PRICES.

THOMAS FORMAN COMPANY
DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.
GRAYLING, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

SOFT ELM	
25,000	5/4 No. 2 Common
30,000	5/4 No. 3 Common
15,000	8/4 No. 1 and 2 Common

ROCK ELM	
20,000	8/4 No. 2 Com. and Better
17,000	8/4 No. 3 Common

BASSWOOD	
15,000	6/4 1sts and 2ds
25,000	6/4 No. 1 Common
15,000	6/4 No. 2 Common

BIRCH	
40,000	4/4 No. 1 and 2 Common
10,000	5/4 No. 1 Common
50,000	5/4 No. 1 Com. and Better

MAPLE
300,000 4/4 No. 3 Common
10,000 5/4 No. 1 Com. & Bet.
50,000 8/4 No. 3 Common

WE HAVE ALSO A GOOD ASSORTMENT OF WINTER CUT STOCK WHICH WILL BE DRY IN SIXTY DAYS, AND INVITE YOUR INQUIRIES.

Von Platen Lumber Co.
Iron Mountain, Michigan

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

FOR SALE

An up-to-date lumber plant, sash, blind and door factory, almost new, located at Augusta, Georgia.

Plenty of yellow pine, ash and cypress timber convenient.

Attractive terms to quick buyer. Apply to National Bank of Augusta.

An Unusual Opportunity in Veneer and Lumber Manufacturing

¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.

¶ Plant and equipment complete, and strictly modern in every detail.

¶ Center of unusual field of sale and distribution, including large local trade.

¶ Best and cheapest location for source of supply of both domestic and foreign logs.

¶ Institution has never failed to pay handsome dividends on investment.

¶ Business can easily be increased, with present facilities, to much larger volume.

¶ Everything open to strictest scrutiny and investigation.

¶ A big opportunity for the right man.

¶ Will consider negotiations only with principals, and in confidence. ADDRESS B 47, CARE

HARDWOOD RECORD, Chicago

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

H. H. HITT LUMBER CO.

FALKVILLE, ALABAMA

WIDE WIDTHS OAK AND POPLAR. WE HAVE FOR QUICK SHIPMENT:—

4/4 1s & 2s Plain Red Oak, 10-11½" wide	11,000 ft.
4/4 1s & 2s Plain Red Oak, 12" & up wide	17,500 ft.
4/4 1s & 2s Plain White Oak, 10" & up wide	11,500 ft.
4/4 No. 1 Common Plain Red Oak, 10-11½" wide	10,000 ft.
4/4 No. 1 Common Plain Red Oak, 12" & up wide	10,500 ft.
4/4 No. 1 Common Plain White Oak, 10" & up wide	10,500 ft.
4/4 No. 1 Common Poplar, avg. 10" or over wide	75,000 ft.
4/4 Panel Poplar, 18" & up wide	26,000 ft.
4/4 Wide Box Poplar, 13-17" wide	21,000 ft.
4/4 Narrow Box Poplar, 9-12" wide	13,500 ft.

BAND SAWN TENNESSEE RIVER VALLEY STOCK
WRITE US FOR OTHER STOCK



Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO
Manufacturers of Rough and Dressed
POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress
Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

RED CEDAR
Let us know when you need any, we handle the best that grows
also
HARDWOODS
of all kinds
GEORGE LITTLEFORD,
CINCINNATI

WE HAVE IT
W. W. DEMPSEY
Manufacturer and Wholesaler of
HARDWOODS
CHERRY 50 M ft. 4/4 No. 3 Common
RED OAK 2 Cars 4/4x16" and wider 1s and 2s
BIRCH 72 M ft. 4/4 No. 2 Com.
SPRUCE 4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull
BAND SAWED STOCK
A LINE BRINGS PRICE BY RETURN MAIL
General Offices Johnstown, Pa.
New York Office No. 18 Broadway

A FEW ITEMS OF DRY STOCK
We Want to Move
3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.
HOLLEY-MATTHEWS MFG. CO., Sikeston, Mo.
Ask Us for Prices

THE F. T. PEITCH COMPANY
CLEVELAND, OHIO.
Try us on Poplar Siding and Mouldings. Oak Flooring. Get our prices on lumber.

Himmelberger-Harrison Lumber Co.
Specialists Red Gum
Mills at Morehouse, Mo.
Sales Offices Cape Girardeau, M

Louisiana Long Leaf Lumber Co.
Fisher, Louisiana
Diamond 4L Co. Brand
OAK FLOORING
A GUARANTEE OF PERFECTION

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

MORE THAN 2,000 LUMBERMEN
are using the new Gibson "Tally Book" with its duplicate or triplicate tally tickets. If you haven't seen it, let us send you one with specimen tickets on approval. They solve your shortage and inspection troubles
HARDWOOD RECORD CHICAGO

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

We are now filling an order for 1,000,000 pieces of Rotary cut ¼" stock, JACKSON VENEER. We did not get this order by cutting the price, but on account of our customer knowing that he could absolutely depend on delivery and quality.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH

Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

C. M. JENNINGS, Pres. and Treas. A. C. BERTHOLD, V. Pres. G. P. SHEHAN, Sec.

BERTHOLD & JENNINGS LUMBER CO.

Manufacturers and Dealers in

OAK, GUM, CYPRESS, Etc.

We make a specialty of Railroad Material, such as Car Stock, Bridge Plank, Switch Ties, Red Oak, White Oak, Yellow Pine and Cypress Piling. Write us for prices.

Lumbermen's Building ST. LOUIS, MO.

THE ALTHAUSER-WEBSTER-WEAVER LUMBER CO.

INCORPORATED

Nashville, Tennessee

MANUFACTURERS OF

HARDWOOD LUMBER

WOOD CONSUMING PLANTS ATTENTION

Our band mill will saw for you Quartered Oak to suit your requirements. We solicit your inquiries for special contracts.

GILCHRIST-FORDNEY COMPANY

LAUREL, MISSISSIPPI

MANUFACTURERS

Long Leaf Yellow Pine

Domestic and Export Trade

150,000 FEET DAILY

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

BUFFALO

The Foremost Hardwood Market of the East

I. N. Stewart & Bro.
Specialties:
CHERRY
AND OAK
892 ELK STREET

Buffalo Hardwood Lumber Co.
We Want to Buy for Cash:
OAK, ASH AND
OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
940 Seneca Street, Buffalo

STANDARD HARDWOOD LUMBER COMPANY
OAK, ASH,
and CHESTNUT
1075 CLINTON STREET

Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

Anthony Miller
HARDWOODS
OF ALL KINDS
893 EAGLE STREET

ORSON E. YEAGER
Specialties:
OAK, ASH,
AND POPLAR
932 ELK STREET

T. Sullivan & Co.
Specialties:
Gray Elm,
Brown Ash
PACIFIC COAST
FIR and SPRUCE
2 ARTHUR STREET

Above all things else, Buffalo can give you better service by reason of its unsurpassed facilities for the distribution of hardwoods than any other market in this country. Again, from Buffalo you can invariably get a square deal on grade and measurement.

Buffalo can give you service, and the right kind of service.

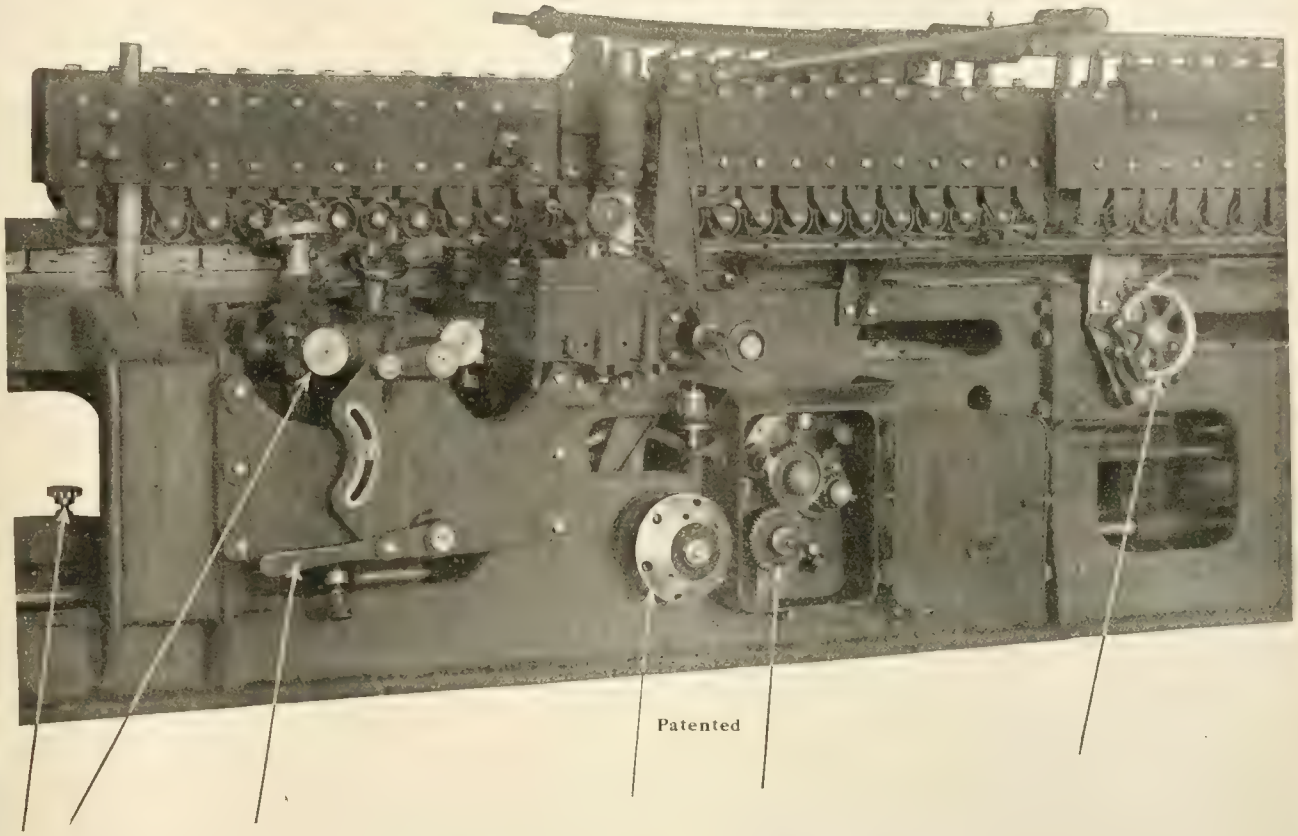
Write to any one of us, or all of us, and let us figure with you on your hardwood requirements.

We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

G. ELIAS & BRO.
Buy and Carry Large
Quantities of
ALL KINDS OF
HARDWOODS
955-1015 ELK STREET

Hugh McLean Lumber Co.
Our Specialty:
QUARTERED
WHITE OAK
940 ELK STREET

Frank W. Vetter
Dealer in All Kinds of
HARDWOOD
LUMBER
1142 SENECA STREET



Simple and Quick Changes are what Count

It doesn't matter how good the work is that a machine turns out, if you can't make changes and set it up in a hurry, you're losing valuable time, which means bigger costs. This is where a great improvement has been made on the new

Linderman Automatic Dovetail Glue Jointer

When we had satisfied some of the new "Linderman" users and ourselves by every known test, technical and actual, that the Double Cut Taper Wedge Dovetail Joint was better and stronger than clamped joints, we didn't stop designing until we produced a Dovetail Glue Jointer that was so simple that any woodworker could operate it.

The illustration here shows the center section of the "Linderman" where every change is made. Six adjustments on the whole machine—every one so simple that an ordinary workman can make them without delay.

The quick changes now made on the new "Linderman" make it particularly adapted to making big savings in labor, lumber and glue to the manufacturer who makes a variety of work as well as the one making but one line.

Learn what the Linderman is doing in your line of work and how it improves jointing conditions. Write for details.

Linderman Machine Co.

New York City Muskegon, Mich. Woodstock, Ont.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
400 Riverside Drive, New York

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

FLOORING

OAK — BEECH — MAPLE

KILN DRIED END MATCHED

TELEPHONE YOUR ORDER OR INQUIRY TO OUR SALESMEN – WE WILL PAY THE CHARGES

W. M. RITTER LUMBER CO., COLUMBUS, OHIO

W. H. White Co. Boyne City Lumber Co.

Mills and General Office at BOYNE CITY, MICH.

Sales Office, BUFFALO, N. Y.

WE OFFER

4-4 in. & 5-4 in. Dry and Winter Cut Basswood
8-4 in. Merch. Hemlock, Misc. Widths and Lengths
White Cedar Shingles Maple Flooring
Hardwood Dimension Stock

YELLOW POPLAR

MANUFACTURERS
WATER SEASONED
BAND SAWED
POPLAR LUMBER



ALL GRADES
ROUGH DRESSED
QUICK SHIPMENT

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly.

CHICAGO, MAY 25, 1912

Subscription $2. Single Copies, 10 Cents.

LARGEST VENEER PLANT IN THE WORLD

C. L. WILLEY

MANUFACTURER OF

MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

2558 South Robey Street CHICAGO

Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment;

30,000 ft. 5/8" Sap Poplar.
80,000 ft. 5/8" No. 1 Com. Poplar.
25,000 ft. 5/8" No. 2 Com. Poplar.
170,000 ft. 1" No. 1 Com. Poplar.
140,000 ft. 1" No. 2 Com. Poplar.
90,000 ft. 1½" No. 2 Com. Poplar.
175,000 ft. 2" No. 2 Com. Poplar.
10,000 ft. 1¼" 1s & 2s Qtd. Poplar.
25,000 ft. 1" S. W. No. 2 Common Chestnut.
30,000 ft. 1¼" S. W. No. 2 Common Chestnut.
580,000 ft. 1½" S. W. No. 2 Common Chestnut.
90,000 ft. 2" S. W. No. 2 Common Chestnut.
60,000 ft. 1" 1s & 2s Plain Red Oak.
210,000 ft. 1" No. 1 Com. Plain Red Oak.
50,000 ft. 1½" No. 2 Com. Plain Red Oak.
90,000 ft. 2" No. 2 Com. Plain Red Oak.

THE ATLANTIC LUMBER CO.

70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

ED. MAPHET, Pres. and Mgr. JAMES T. SHEA, Vice-Pres. JOHN F. SHEA, Treas.

Maphet & Shea Lumber Company

Manufacturers and Wholesalers

We Manufacture:
YELLOW POPLAR, OAK, CHESTNUT
WHITE AND YELLOW PINE
HEMLOCK BARK, ETC.

OFFICE: 703-705 HENSON BUILDING
YARD: Middlebrook Pike and Lonsdale Car Line
KNOXVILLE, TENN.

BAND AND CIRCULAR MILLS
EAST TENN. MOUNTAIN
VIRGIN HARDWOOD
STUMPAGE

LUMBER INSURANCE CO. OF NEW YORK

Capital $400,000

Leading Stock Fire Insurance Company making a specialty of Lumber and Woodworking Risks

84 Williams Street NEW YORK

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



NO CLOGGING NOR ADJUSTING

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA., PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

McILVAIN'S SPECIALS for Immediate Delivery

Ash, Bass, Beech, Birch and Butternut
Bone Dry for Immediate Shipment.

Quarter-Sawn White Oak and Quarter-Sawn Red Oak
Finely Figured, Good Widths and Lengths. Thoroughly Dry Stock. In separate or mixed cars.

Cypress
Gulf Stock. Any thickness. Dry. Can furnish Special Widths and Lengths.

Cherry
1 inch to 5 inches thick. Band Sawn. West Virginia and Pennsylvania Stock. Can ship straight or mixed cars.

Chestnut
4-4 to 3 inches thick. West Virginia and Tennessee Stocks. Special grades for Veneering.

Maple
Hard, Soft. Band Sawn. Dry Stock. Can ship straight or mixed cars. Good Widths and Lengths.

Poplar
Soft Yellow Stock. Band Sawn. 50 per cent. 14 and 16-inch Length. 5/8 inch to 5 inches. Dry Stock.

Wide Quarter-Sawn Oak
10 inches and up Wide. 12 and up Wide. Quarter Sawn. Fancy Figure. Bone Dry. Can supply any Quantity or Width in mixed cars.

Mahogany
5/8 inch to 5 inches thick. Thoroughly Dry. Especially fine for Figure and Texture.

Cedar
Florida-Tennessee Stock. Straight cars from Mills. Local Shipments from Philadelphia Yard.

White Pine
All Grades and Thicknesses. Soft Cork Michigan Stock. California Sugar Pine. California White Pine.

Oak (Construction)
We make a specialty of this stock for Car Building, Bridge Building, Boat Building, etc.

SHINGLES CALIFORNIA RED WOOD WASHINGTON CEDAR
CYPRESS: No. 1 Heart Rived (strictly hand-made)
Sizes: 6x20 inches; 7x24 inches In straight or mixed cars

SPECIAL We are in position to ship in mixed cars direct from our Nashville (Tenn.) Yard, giving you the benefit of carload prices on mixed cars of Oak, either plain or quarter sawn, red or white, Chestnut, Soft Yellow Poplar, Tennessee Cedar, Tough White Ash, Hardwood Flooring, etc.

"We have it if it's Hardwood"

J. GIBSON McILVAIN & COMPANY

Offices: Crozer Building, 1420 Chestnut St.
Yards: Fifty-eighth and Woodland Ave.

Philadelphia, Pa.

WE WANT ORDERS

FOR 5/4

IN THE FOLLOWING:

50,000 ft. No. 2 Common & Better Rock Elm.
150,000 ft. No. 1 Common Chestnut.
100,000 ft. No. 1 Common Poplar.
125,000 ft. 1st and 2nd Plain White Oak.
50,000 ft. 1st and 2nd Plain Red Oak.
50,000 ft. No. 1 Common Plain White Oak.

Write or Wire Us for Delivered Prices. You Will Find Them Low.

The Fullerton-Powell Hardwood Lumber Co.
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us

for Anything

in Hardwoods

COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. May 13th, 1912.

DRY STOCK LIST

6/4 Ash No. 3 Common & Better	19 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	10 M
8/4 Cadillac Gray Elm 1s & 2s	100 M
12/4 Cadillac Gray Elm 1s & 2s	60 M
6/4 Hard Maple Step 1s & 2s	30 M
8/4 Rock Elm No. 3 Common	8 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. May 13th, 1912

1x6 Basswood No. 1 Common	5 M
1x4 Basswood, No. 2 Common	10 M
1x6 Basswood, No. 2 Common	9 M
4x4 Basswood, No. 2 Common	12 M
4/4 to 8/4 Cherry No. 2 Common & Better	10 M
8/4 Cadillac Gray Elm, 1s & 2s	36 M
12/4 Cadillac Gray Elm, 1s & 2s	54 M
5/4 Hard Maple, Step	10 M
6/4 Hard Maple, Step	5 M
4/4 Maple and Beech, No. 3 Common	20 M
4/4 Soft Maple, No. 3 Common	6 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

MANUFACTURERS

500,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

BAY CITY, MICH.

All of the above stock is band sawn and trimmed



For Immediate Shipment

RED GUM

3 cars 1″ 1s & 2s Red Gum, 10 to 16′
1 car 1″ 1s & 2s Red Gum, 10 & 12′
5 cars 1″ No. 1 Com. Red Gum, 10 & 16′
1 car 2″ 1s & 2s Red Gum, 12 mos. dry
5 cars 2″ No. 1 Com. Red Gum

SAP GUM

50 M. ft. 1″ 1s & 2s Sap Gum
80 M. ft. 1″ No. 1 Com. Sap Gum
30 M. ft. 1″ No. 2 Com. Sap Gum
50 M. ft. 6/4 1s & 2s Sap Gum
25 M. ft. 8/4 1s & 2s Sap Gum

COTTONWOOD

2 cars 13 to 17″ Cottonwood Box Boards
90 M. ft. 1″ 1s & 2s Cottonwood, 6 to 12″
1 car 1″ 1s & 2s Cottonwood, 13 to 17″
185 M. ft. 1″ No. 1 Com. Cottonwood

WE MAKE A SPECIALTY OF CUTTING OAK TIMBERS AND SMALL SQUARES FOR FURNITURE TRADE AND WILL MANUFACTURE THE STOCK TO THE SIZES DESIRED

All Lumber Listed Above Is Band Sawn, Equalized and Trimmed, and Can Be Shipped at Once

SCHULTZ, HOLLOWAY CO., 343 South Dearborn Street, CHICAGO

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
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LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
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CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

Maisey & Dion

Loomis and 22nd Sts.

KILN DRIED & AIR DRIED HARDWOODS

PHONES
CANAL 1830
CANAL 1831

Veneer Manufacturers Co.

S. E. Cor. May and Fulton St. CHICAGO

VENEERS

FIGURED AND PLAIN WOODS

Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.

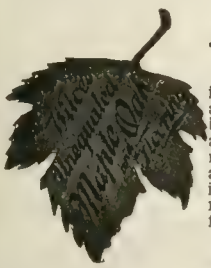
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VENEERED PANELS

ALL WOODS
SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.
CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

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Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

Lurya-Foster Lumber Co.

755 Old Colony Building
Chicago

MANUFACTURERS AND WHOLESALERS OF

Lumber

WE MAKE A SPECIALTY OF BUYING AND SELLING BROKEN STOCK

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

KNOXVILLE - TENNESSEE

103,000 ft. 4/4 1s & 2s Quartered White Oak.
200,000 ft. 4/4 No. 1 Com. Quartered White Oak.
55,000 ft. 4/4 1s & 2s Plain White Oak.
60,000 ft. 4/4 1s & 2s Plain Red Oak.
668,000 ft. 4/4 No. 1 Com. Plain Red and White Oak.

All the above is Band Sawn, nicely manufactured, good quality oak and thoroughly air dried. Has been on sticks from 12 to 18 months.

10,000 ft. 4/4 1s & 2s Poplar.
60,000 ft. 4/4 Saps & Selects Poplar
15,000 ft. 4/4 Clear Heart.
250,000 ft. 4/4 No. 1 Com.
35,000 ft. 6/4 No. 1 Com.
15,000 ft. 5/8 1s & 2s.
10,000 ft. 5/8 Saps.
15,000 ft. 5/8 No. 1 Com.
10,000 ft. 8/4 No. 1 Com.
54,000 ft. 4/4, 6/4, 8/4 Common & Better Ash.
145,000 ft. 4/4 Log Run White Pine.
135,000 ft. 4/4 Common & Better Chestnut, kiln dried.

WILL SHIP IN MIXED CARS, EITHER ROUGH OR DRESSED

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

For Prompt Shipment, we offer:

1 car 4/4" 1s & 2s Plain Oak.
1 car 4/4 No. 1 Common Plain Oak.
1 car 4/4 (Log Run) No. 2 Common & Better. Q'td. White Oak.

Dry, Equalized and Good Widths

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

Bone Dry Chestnut

40,000 ft. 4/4 1s & 2s.
50,000 ft. 5/4 1s & 2s.
30,000 ft. 6/4 1s & 2s.
100,000 ft. 4/4 No. 1 Common.
5,000 ft. 6/4 No. 1 Common.
25,000 ft. 8/4 No. 1 Common.
30,000 ft. 4/4 1s & 2s Wormy.
80,000 ft. 4/4 No. 1 Common Wormy.

LOW PRICES FOR QUICK ORDERS
WRITE US

LOVE, BOYD & CO.

NASHVILLE, TENN.

Hunt, Washington & Smith

Nashville, Tenn.

"Bone Dry Specials"

200 M 4/4 1s and 2s Plain Red and White Oak
100 M 6/4 1s and 2s Plain Red and White Oak
30 M 4/4 1s and 2s Poplar
30 M 4/4 13" to 17" Poplar Box Bds.
20 M 4/4 9" to 12" Poplar Box Bds.
250 M 4/4 No. 1 Com. Quartered White Oak

GET OUR PRICE AND STOCK LIST

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

Want orders for White Oak Squares, from 10 to 16 in. square and 10 to 20 ft. long.

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

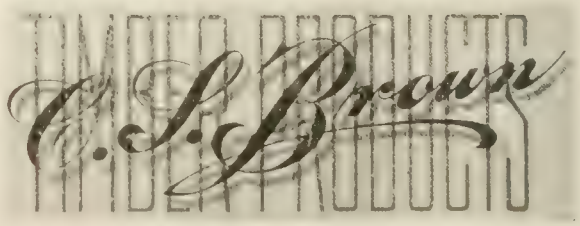
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

YOU GET WHAT YOU BUY



HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

Peytona Lumber Company

Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).

4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).

2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).

1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths

28,000 ft. 4/4 Nos. 1 and 2 Plain White Oak, 15″ and up wide.

20,000 ft. 4/4 No. 1 Common Plain White Oak, 15″ and up wide.

36,000 ft. 4/4 Nos. 1 and 2 Plain Red Oak, 15″ and up wide.

66,800 ft. 4/4 No. 1 and Panel Poplar, 24″ and up wide.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR, PLANING MILL PRODUCTS AND OAK FLOORING.

ST. ALBANS, W. VA.

FOR SALE

10 Cars 13-16x2¼ in. Clear White Oak Flooring.
All that could be desired in quality and workmanship.

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

3 cars 4-4 1st and 2nds Chestnut, band sawn West Virginia stock running about 60% 14 and 16 ft. long, dry and ready for prompt shipment. Write for quotations.

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand May 1, 1912

50,000 4/4 No. 1 Common Plain Red Oak.
10,000 6/4 No. 1 Common Plain Red Oak.
60,000 3/8 FAS Red Gum.
70,000 1/2 FAS Red Gum.
63,000 3/4 FAS Red Gum.
75,000 4/4 FAS Red Gum.
65,000 5/8 No. 1 Common Red Gum.
60,000 4/4 No. 1 Common Red Gum.
60,000 5/4 No 1 Common Red Gum.
40,000 4/4 FAS highly figured Red Gum.
6,000 5/4 FAS highly figured Red Gum.
12,000 4/4 No. 1 Common highly figured Red Gum.
2,000 5/4 No. 1 Common highly figured Red Gum.
100,000 4/4 13" to 17" Sap Gum Box Boards.
13,000 3/8 FAS Sap Gum.
10,000 1/2 FAS Sap Gum.
3,000 5/8 FAS Sap Gum.
100,000 4/4 No. 2 Common Quartered White Oak.
40,000 4/4 No. 1 Common Quartered White Oak Strips.
30,000 5/8 FAS Plain White Oak.
8,000 8/4 FAS Plain White Oak.
3,000 10/4 FAS Plain White Oak.
12,000 4/4 No. 1 Common Plain White Oak.
6,000 10/4 No. 1 Common Plain White Oak.
3,000 12/4 No. 1 Common Plain White Oak.
3,000 16/4 No. 1 Common Plain White Oak.
37,000 5/8 FAS Plain Red Oak.
30,000 4/4 FAS Plain Red Oak.
10,000 5/8 No. 1 Common Plain Red Oak.
20,000 3/4 No. 1 Common Plain Red Oak.
60,000 4/4 FAS Sap Gum, 18" & up.
15,000 5/4 FAS Sap Gum.
20,000 1/2 No. 1 Common Sap Gum.
13,000 3/4 No. 1 Common Sap Gum.
30,000 4/4 No 1 Common Sap Gum.
25,000 3/4 No. 2 Common Sap Gum.
3,000 6/4 No 1 Common Ash.
3,000 8/4 No 1 Common Ash.
4,000 8/4 Common and Better Ash.
75,000 8/4 Log Run Cypress.
30,000 8/4 Log Run Elm.
50,000 1/2 FAS Quartered White Oak.
36,000 3/4 FAS Quartered White Oak.
75,000 4/4 FAS Quartered White Oak.
5,000 6/4 FAS Quartered White Oak.
16,000 3/4 No. 1 Common Quartered White Oak.
75,000 4/4 No. 1 Common Quartered White Oak.
5,000 5/4 No. 1 Common Quartered White Oak.

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

We have left one cargo of Inch No. 1 and 2 Common Maple Flooring stock, all 6 ft. and longer—not to exceed 12% 1x4.

We also specialize in Piling and Logs for Textile and Paper Purposes.

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building

CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

THE JACKSON LUMBER COMPANY

JACKSON, TENN.



ANDREW JACKSON

Our reputation and financial worth bonds our guarantee that you get 100% value in lumber you purchase from us.

You buy Knox hats and Manhattan shirts. Why? Buy JACKSON LUMBER.

BAND SAWN CABINET LUMBER AND ROTARY CUT VENEERS

HONEST GOODS AT HONEST PRICES

WHEN YOU BUY

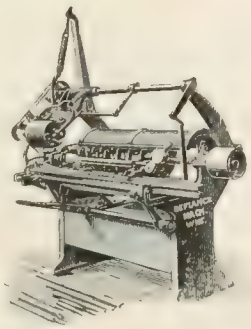
DEFIANCE

WOOD-WORKING MACHINES

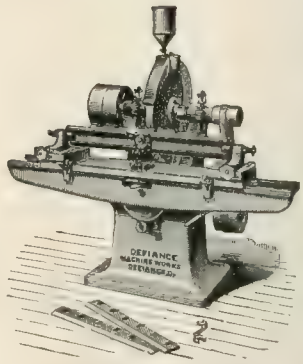
No excuses for improper workmanship or poor material are necessary with our tools. They are all built upon the same mechanical principles throughout and are guaranteed to produce equal results.

There is an individuality about DEFIANCE machines that is not found in any other machine. It will pay you to investigate their efficiency.

Our catalog and prices are at your command.



Spoke and Handle Lathe

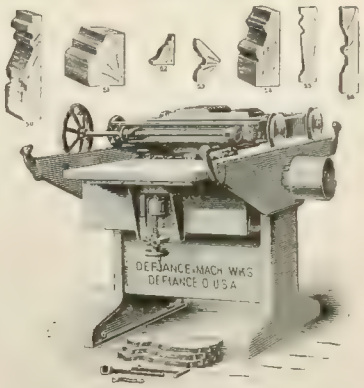


Automatic Knife Grinder

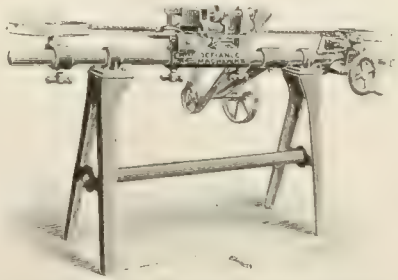
THE DEFIANCE MACHINE WORKS

414 Perry Street, DEFIANCE, OHIO

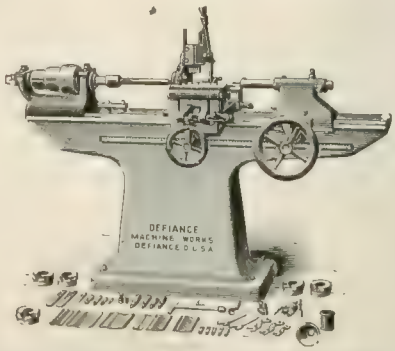
The Quality Producers



Transverse Moulding Machine



Band Saw Filing and Setting Machine



No. 0 Variety Turning and Boring Lathe

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
96 Liberty Street, New York

Branch Offices
CHICAGO, SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

CINCINNATI
THE GATEWAY OF THE SOUTH

WANTED Your attention for just a moment. We are not going to tell you that we will give you something for nothing; because you would not believe us if we did, but when we say that we can give you the best value in the stock listed below that your money ever bought, we mean just what we say and only ask from you an opportunity to prove it. Stock manufactured right, graded right, and is right; it won't last long. Better write us at once for our proposition.

Some special items which we want to move this month. Quality the kind you have been looking for at prices that are "right."

1 car 4/4″ 10″ & up 1s & 2s Ash.
1 car 8/4″ 1s & 2s Ash.
1 car 5/8″ 1s & 2s Qtd. W. Oak.
1 car 5/8″ 3½″ to 5½″ Clear Strips Qtd. W. Oak.
1 car 3/4″ 1s & 2s & No. 1 Com. Qtd. W. Oak.
1 car 5/4″ No. 1 Common Qtd. W. Oak.
½ car 4/4″ 12″ & up 1s & 2s Plain Red Oak
½ car 4/4″ 12″ & up 1s & 2s Plain White Oak.

The John Dulweber Company *Cincinnati, Ohio*

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

Circassian WALNUT VENEERS

LAGUNA
Mahogany
LUMBER

The Frieberg Lumber Co.
STATION S. **CINCINNATI, OHIO**

THE MALEY, THOMPSON & MOFFETT CO.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER LUMBER CO.
GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.
Manufacturers and Wholesalers of Quartered and Plain
Red and White Oak, Ash, Poplar, Chestnut, Gum
and all Southern Hardwoods
SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS
SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio
We Can Make You an Attractive Price on the Following:
153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

CINCINNATI

THE GATEWAY OF THE SOUTH

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS SIXTH ST., BELOW HARRIET — CINCINNATI

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

Edward C. Bradley Lumber Co.

702 Gerke Building, Cincinnati, Ohio

1 car 4/4 1s and 2s Cherry.
1 car 1" Log Run Cherry.
1 car 1" No. 3 Cherry.
1 car 4" Common & Better Ash.
3 cars 4/4 No. 2 Common Maple.
30,000 ft. 4/4 No. 2 Common Poplar.
15,000 ft. 4/4 Clear Sap Poplar.
13,500 ft. 4/4 No. 1 Panel Poplar, 18" to 24" wide.
14,000 ft. 4/4 No. 1 Panel Poplar, 24" & up, 30% 34" and up, 50 to 60% 14' & 16' long.
75 pcs. 1" No. 1 Panel Poplar, 39" to 48" wide, 16' long.
72 pcs. 1" No. 1 Panel Poplar, 24" to 39", 16' long.

All of the above is band sawed, good widths and lengths, and we can make prompt shipment

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

Do You Want to Buy

Kiln Dried Hardwoods

From largest, most modern kiln in world?
Then write

THE M. B. FARRIN LUMBER CO.
Cincinnati, Ohio

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 and Panel Gum, 21 to 25"
1 car 4/4" No. 1 Com. Qtd. W. O.
3 cars 4/4 No. 1 Com. Qtd. R. O.
3 cars 4/4 No. 1 Com. Ash.
2 cars 4/4 mill cull Chestnut.
2 cars 4/4 mill cull White Pine.

1 car 4/4, 5/4, 6/4 1 & 2 Ash, 12" up.
1 car 8/4, 10/4, 12/4, 16/4 1 & 2 Ash, 12" up.
1 car 12/4" 1 & 2 Pl. W. O.
1 car 16/4 1 & 2 Pl. W. O.
2 cars 4/4 1 & 2 Pl. R. O., 12" up.
1 car 12/4 1 & 2 Poplar.
1 car 12/4 Select Poplar.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood**, Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4,700 feet 3/4" 1s-2s Qrtd. White Oak.
40,000 feet 4/4" No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼" 1s-2s & No. 1 Com. Plain White Oak.
10,500 feet 2½" 1s-2s & No. 1 Com. Plain White Oak.
45,000 feet 4/4" No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4" No. 1 Com. Qrtd. Red Oak Strips, 2" & up wide.
12,000 feet 6/4" Hickory, Log Run.
16,000 feet 4/4" Hickory, Log Run.
20,000 feet 4/4" Poplar, 1s-2s Quartered.
8,000 feet 4/4" Poplar, No. 1 Com. Quartered.
12,000 feet 4/4" Poplar, 1s-2s 7" and up.
50,000 feet 5/4" Poplar, 1s-2s & No. 1 Com., 7" to 9".
12,000 feet 4/4" Ash, 1s-2s 6" and up.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY
Fort Wayne, Indiana

WHITE OR RED

OAK

Plain or Quartered

BEST IN TEXTURE, FIGURE, MANUFACTURE AND GRADE

WOOD-MOSAIC CO., NEW ALBANY, IND.

A Personal Talk With Hardwood Lumber Jobbers

If you have been having trouble of late getting just the quantity and grade of lumber that you need—

If your customers are prodding you for failure to keep up deliveries on contracts, and suggesting that they can get better service from somebody else—

If you occasionally have trouble on account of errors of inspection, leading to rehandling and profitless labor—

If you are wondering how to improve conditions so as to get the lumber you want when you want it worst, and get it in such condition that your customers will keep it—

Why not get in touch with the very people whose methods of doing business insure that kind of satisfaction to yourself and those with whom you have dealings—

In other words, why not go to hardwood headquarters—LOUISVILLE?

THE LOUISVILLE HARDWOOD CLUB

Edw. L. Davis Lumber Co.
W. P. Brown & Sons Lumber Co.
Louisville Point Lumber Co.
The Louisville Veneer Mills.
Booker-Cecil Co.
Norman Lumber Co.
C. C. Mengel & Bro. Co.
Ohio River Sawmill Co.

THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED
Manufacturers and Wholesalers of All Kinds of
"If Anybody Can, We Can"
HARDWOODS
West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing
Franklin Bank Bldg. PHILADELPHIA

W. P. Craig Lumber Co.
Wholesale Hardwood and Building Lumber
Empire Building, :: PITTSBURG, PA.

¶ Immediate Shipment
5 cars 4/4 No. 1 Common Yellow Poplar
4 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths
J. S. KENT CO., PHILADELPHIA

BEECHER & BARR
OAK CHESTNUT POPLAR
WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.
442 LAND TITLE BLDG. PHILADELPHIA, PA.

PALMER & PARKER CO.
TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS
103 Medford Street, Charlestown Dist.
BOSTON, MASS.

W. R. TAYLOR LUMBER COMPANY
1023 LAND TITLE BUILDING, PHILADELPHIA
WHITE PINE FOR PRESENT OR FUTURE DELIVERY
150,000 ft. No. 1 box. 300,000 ft. No. 2 barn and better.
100,000 ft. No. 2 box. 50,000 ft. No. 2 common Poplar— mostly A.
Two million feet Cypress, all grades and thicknesses on sticks.
Mouldings a specialty.

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

CHAS. K. PARRY & CO.
Hardwood Lumber
LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA
WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

We Know How to fill your orders for all kinds of HARDWOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORING.
Give us a trial.
THOMAS E. COALE LUMBER COMPANY
FRANKLIN BANK BUILDING, PHILADELPHIA, PA.

SUMMIT LUMBER CO. 1123 Real Estate Trust Bldg PHILADELPHIA, PA.
HARDWOODS——SOFTWOODS
We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.
¶ We own our own stumpage and operate our own mills.
¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.
Baltimore, Maryland

THE EAST

LEADING MANUFACTURERS AND JOBBERS

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

FARMERS BANK BLDG. PITTSBURG, PA.

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers

PITTSBURGH, PA.

HARDWOOD

White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

Red Birch

Our stock in this wood is not only well manufactured and strictly graded, but it is cut from prime Adirondack logs. We can make prompt shipment on a few cars of 4/4 1s & 2s.

New York Office
25 West 42nd St.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

Hamilton H. Salmon & Co.

82-88 Wall Street,

NEW YORK CITY

PLAIN OAK	ELM
QUARTERED OAK	GUM
COTTONWOOD	ASH
MAHOGANY	MAPLE
POPLAR	CHERRY
BEECH	BIRCH

WE WILL NOT MIX GRADES

HADENTINE LUMBER CO.

WHOLESALE

HARDWOODS and N. C. PINE

BOTH TELEPHONES — We appreciate inquiries from responsible buyers and request price and stock lists from reliable shippers. — CAMDEN, N. J

H. D. WIGGIN

89 STATE STREET
BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.

Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

---

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN

HARDWOODS—Poplar and Gum

33 Broad Street, - - BOSTON, MASS.

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY

FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

An Unusual Opportunity in Veneer and Lumber Manufacturing

¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.

¶ Plant and equipment complete, and strictly modern in every detail.

¶ Center of unusual field of sale and distribution, including large local trade.

¶ Best and cheapest location for source of supply of both domestic and foreign logs.

¶ Institution has never failed to pay handsome dividends on investment.

¶ Business can easily be increased, with present facilities, to much larger volume.

¶ Everything open to strictest scrutiny and investigation.

¶ A big opportunity for the right man.

¶ Will consider negotiations only with principals, and in confidence. ADDRESS B 47, CARE

HARDWOOD RECORD, Chicago

IF YOU are having trouble getting prompt shipments—try us. Our yards at Cairo and Brookport, Illinois, were not affected by the flood. Wire orders—loaded following day. Anything in Poplar from 4/4 to 12/4, Plain or Quartered Red and White Oak, 4/4 to 8/4.

SEND US YOUR INQUIRIES

FAUST BROTHERS LUMBER COMPANY

Sales Office
1657 Monadnock Block
CHICAGO, ILLINOIS

Main Office
PADUCAH, KENTUCKY

Write for quotations on
FOUR-QUARTER BASSWOOD,
ALL GRADES
TAYLOR & CRATE
Buffalo, N. Y.

FIRE
INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

NOTICE NOTICE

ON account of excessive rains during the past six months, terminating in the most disastrous flood ever known in the Mississippi Valley, it is estimated 75% of the sawmills in this territory are closed. Many are not able to resume operations for several weeks to come. Stocks of hardwoods are scarce. We are fortunate in having about Fifteen Million feet (15,000,000′) of lumber on sticks free from over-flow, consisting of Oak, Ash, Poplar and Gum.

LET US HAVE YOUR INQUIRIES

RUSSE & BURGESS, Inc.
Memphis, Tenn.

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
OAK FLOORING
BOX SHOOKS
CARRIER LUMBER & MFG. CO.
SARDIS
MISS.
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

ANNOUNCEMENT

Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIV CHICAGO, MAY 25, 1912 No. 3

Editorial Comment

General Market Conditions

From all sources there is a hurrying and scurrying to cover shortage in hardwood supplies on the part of jobbers as well as wholesale consumers. HARDWOOD RECORD is deluged with inquiries for sources of supply for many varieties of wood. The hardwood situation is unique in the history of the trade. There is a shortage amounting to a paucity of nearly every variety of all grades of hardwoods, and as a consequence some very fancy prices have been asked and obtained during the last month for especially desirable stock.

In the North very little lumber in merchantable shape is in first hands, and a good many advance sales have been made, which will very heavily cut into the season's output of green lumber. Inch maple flooring stock seems to be the only item in reasonable supply, and sales are increasing on this item. Hardwood shipments from the North are manifestly exceeding the cut, so that the average manufacturer is down to green stock. This situation will probably result in an increased summer's output of hardwoods.

In the flooded hardwood lumber district of the Mississippi valley, normal conditions are again commencing to obtain, and logging roads are being put back in shape to transport logs. There is a fairly good stock of logs in the woods awaiting transportation to mills, and within a short time the hardwood output will not only come back to normal, but doubtless will be considerably increased in volume.

There is not as much flood-lumber as was generally credited to be at the time of the height of the Mississippi flood. Still there is enough to cause no inconsiderable damage and loss to many operators. Strenuous attempts are being made to wash and scrub flooded stock, but it is being marketed under the protest of the buyer, and is being accepted only at cut prices. Owing to the general paucity of stock, this character of lumber will soon be off the market, but it will have a damaging effect on the situation for some little time.

Operators in the mountain country generally have rebuilt their bridges and logging roads, and the output from these mills is probably above normal, although very few mountain operators have any dry stock to offer. It will be late in the fall before any considerable quantity of dry hardwoods develop for general distribution.

Plain oak, both red and white, seems to be the leader at advanced values, and prices have been asked and received at from two to five dollars a thousand above prices obtainable six weeks ago. Low-grade lumber of nearly all varieties is in manifest scarcity and is commanding a respectable advance over prices formerly obtained.

The poplar situation is well in hand, and while there has been little advance in price, there is a healthy demand at list. There is no likelihood of there being any over-supply in poplar lumber during the year.

Prevailing conditions have made it possible to secure a substantial advance on southern ash, which is commanding from three to five dollars a thousand more than it did a few months ago.

Some remarkable sales in lumber are recited daily. In some cases jobbers have succeeded in making profit-turns that were nearly equal to the original price of the manufactured stock at the mill.

General hardwood trading is active and quick. To the minds of most buyers it is simply a question of whether the stock is immediately obtainable. It is an undisputed fact that hardwood holdings of the majority of jobbers and wholesale consumers are remarkably low, and current requirements are therefore responsible for the present activity.

Up to a year ago there was an unusually heavy over-stock in manufacturers' hands of both oak and maple flooring. There has been a gradual diminution in production of these two varieties of flooring for fully twelve months, and while prices have ranged very low during that time, there has been a gradual working off of surplus until today in both varieties empty spaces are again visible in manufacturers' warehouses. It is estimated that there has been nearly a seventy-five per cent reduction in surplus stock since the maximum obtained, and it is thoroughly believable that this surplus will go still lower, with the result that considerably higher prices will be very speedily obtained for both maple and oak flooring. On the basis of present values for oak and maple flooring lumber, there is not a new dollar for an old one in making hardwood flooring.

The veneer and panel business is showing a very substantial accretion in volume, and a little advance in price. There seem to be more inquiries for both veneers and panels at the present time than ever in the history of the trade. This fact is revealed by the

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Advertising copy must be received five days in advance of publication dates.

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numerous inquiries reaching the office of HARDWOOD RECORD, asking for sources of supply for items that ordinarily could be had from many sources. Hence the outlook in the veneer and panel business is very promising.

In fancy woods and figured veneers the trade is stronger, and those who have mahogany, Circassian and other fancy woods in either lumber or veneer form to offer, are having a very substantial trade at satisfactory prices. Solid mahogany has advanced ten to fifteen dollars a thousand in the last three months, and figured woods and veneers are showing a corresponding increase in value.

The handle business is in fairly satisfactory shape. This is notably true of broom handle production. Hickory handles are still being manufactured and sold at prices that leave a very small margin of profit.

The Middleman's Wages

There seems to be a popular disposition at the present time on the part of many lumber manufacturers to depreciate the services of competent wholesale merchants in the lumber trade, and a very manifest tendency to go past this element of the trade in marketing their product. Beyond question there is an unfortunate element mixed up in the distribution of lumber that might logically be weeded out to manifest advantage. Reference is made to the class of "scalpers" who sell lumber to "price-buyers" at less than its value, and then execute these orders with under-grade stock in the faint hope that the deal can be put through with a profit to themselves. This method of trading has put not only this element of the trade in disrepute, but also reflects on the character and value of the services of legitimate jobbers.

The ordinary process of distribution of any product involves primary disposal of goods in wholesale quantities, with the expectation of eventual disposal to the consumer in retail quantities. A manufacturer of lumber may do his own wholesaling, he even may do his own retailing, but on his books there should appear all the necessary charges for the service performed by his wholesale department and for the service and the expense of his retail department. He is or ought to be as much interested as anyone in anything which affects the general attitude of the public towards the distribution of his goods.

Today, in the lumber business as well as in many other lines, the "middleman" is under surveillance if not to say suspicion. His wages are in danger. The profits of the legitimate jobber of lumber are generally exaggerated by the illy informed, and also by the consuming public. It costs money—and a good deal of money—to intelligently market lumber, and while producers of lumber in large quantities often can afford to become merchants as well as manufacturers, and organize and maintain a sales department, the average minor producer of lumber can better afford to market his lumber through the medium of responsible intermediaries than by attempting to do it himself. The wholesale local merchant thoroughly acquainted as he is with the requirements of his trade, with its character, with its credit, is much better equipped to market lumber in this limited territory than is the small manufacturer who scatters his lumber from Boston to San Francisco indiscriminately to wholesale consumers. The trouble generally lies with the small operator in not separating his manufacturing and sales cost; in not charging up actual sales cost, including general expense, rebates, losses, etc., to this particular department of his business. This he should do, and if he will do it, he will find that in nine cases out of ten he will be better off at the end of the year by marketing his product through the legitimate jobbing element, and giving himself more time to devote to his manufacturing business.

The term "profit" is often a misused one, and is usually employed to represent the entire difference between the price paid for a commodity in quantity and the price realized for it in lesser quantities to the individual consumer. A man may buy lumber at fifteen dollars a thousand, and sell it for seventeen dollars a thousand and lose two dollars a thousand in the transaction. Undeniably the undesirable element of the lumber business above referred to is attempting to market lumber on such a close margin of profit as to make the business unprofitable to themselves, and usually results in a very unsatisfactory transaction to both the man who supplies the lumber and the one who receives it.

With proper handling, proper methods and with proper service, the merchant in lumber or in any other commodity renders a real, tangible and important service to the trade with which he is allied. Properly analyzed this is the fundamental idea that should prevail in the lumber industry. The merchant invests his money, his time, his talents, his experience in the business, and is entitled to a just reward. He works for his living. His so-called profits are his wages.

The fabulous pot of gold at the end of the rainbow, that looks so alluring to the small manufacturer of lumber when he attempts to market his product direct to consumers, is entirely mythical. When he counts his cost; when he counts his losses; and when he goes over the history of successful small operators, he will find that the majority that are prosperous—who have made money in the manufacture of lumber—are those who have selected upright and responsible merchants to whom they have sold their output.

Foreign Commerce of the United States

The foreign trade of the United States in the fiscal year which ends with next month will show larger totals than in any previous year. The ten months' figures down to the close of April just compiled by the Bureau of Statistics, make it quite apparent that in both imports and exports the totals for the fiscal year will be the largest on record. Imports seem likely to approximate $1,600,000,000, exceeding by between $40,000,000 and $50,000,000 the high record import year of 1910. Exports seem likely to approximate $2,200,000,000, or about $150,000,000 more than those of the previous high record year of 1911. This growth in foreign commerce, while common in both imports and exports, is especially marked in the export trade.

The leading exports and their indicated totals for the fiscal year rank about as follows:

Raw cotton	$585,000,000
Iron and steel manufacture	260,000,000
Meat and dairy products	160,000,000
Breadstuffs	135,000,000
Copper	110,000,000
Mineral oils	100,000,000
Lumber and logs	90,000,000
Cotton manufactures and coal, each about	50,000,000
Agricultural implements, cars and carriages, leather and tobacco, each about	40,000,000
Vegetable oils, fruits and nuts, between $20,000,000 and	35,000,000

The largest increases occur in iron and steel, meat and dairy products, copper and mineral oils, although forest products show a handsome increase.

Salesmanship and Advertising

The American Furniture Manufacturer makes generous excerpts from an address given recently by Hugh Chalmers, the Detroit automobile man, in a contention that salesmanship and advertising are inseparable functions as applied to business. The observations of the speaker contain so much good solid sense that they are herewith reproduced and editorially endorsed.

In the first place the business man deals with five m's—money, materials, machinery, men and merchandise. It is not so hard to get money, materials and machinery. Each of these is a given quantity and with each and all of them a given result can be accomplished. The big thing is to get men. Men are not of such certain quantities as money, materials and machinery. A machine will do a known quantity of work in a known time. A man will do such work as he is willing and capable of doing. Men, then, are the most important factors in the conduct of any business. When men enter into business they do so with a distinct object. In the primitive days of manufacturing the great question was one of production. Our manufacturing methods were crude in the beginning. The market was ready and we strived constantly for greater perfection. Nowadays the great question is one of distribution, the getting of things from where they are to where they

ought to be. The two greatest factors in distribution are salesmanship and advertising. It is useless for business men to say they do not believe in advertising. Everyone is an advertiser, whether he wants to be or not. Our manners, our clothes, our appearance, our speech, everything that we do or say advertise us and we cannot deny it. I have said that the two big factors in the problem of distribution are advertising and salesmanship. The relationship between the two, in my opinion, is the closest relationship it is possible to have. It is closer than the team under a single yoke; it is closer than friends; it is closer than brothers; yes, it is closer than the relation between man and wife, because there can never be a separation or divorce. Advertising is salesmanship and salesmanship is advertising. Every ad is a salesman and every salesman is an ad. There is this difference. Advertising is salesmanship plus publicity; salesmanship is advertising plus getting the order signed. Advertising makes the atmosphere of business, and the salesman follows and takes the orders. It is like a chemical combination. For instance, glycerine in itself is perfectly harmless, but combined with certain chemicals it forms one of the most powerful explosives known. The same is true of salesmanship and advertising; it takes something to set them off, but it is worth while. A man says, "My business is so thoroughly established I do not need to advertise it." It puts me in mind of a man with blue goggles winking at a girl. He knows he is winking at the girl, but she doesn't. The close relationship between the two is most noticed when you get down to bedrock of business and you find out what is the foundation of all business. Advertising and publicity are the greatest builders of confidence known to the business man. Big advertising looks like big sales; it makes the public familiar with the seller of the goods and will instill confidence in those goods. Some people mistake advertising for merit. Please bear in mind that advertising never added one dollar to the value of any article advertised. Advertising merely tells the value, it does not make it. Goods must have merit in them to sell, and they must also have merit when sold to stay sold. A sale does not end with the making of it nowadays; it never ends so long as the man is using the article you sell. I think most advertising men I have seen who do things realize what advertising needs most. There are hundreds and thousands of people in this country who do not believe in advertising as some of us do. They think because some people take pages of magazines that cost from $400 to $3,600 a page, they must be charging higher prices than they otherwise would. We know just the opposite is true. Through advertising we are enabled to build up volume, and that volume enables us to cut expense, and the more we are enabled to sell, the more advertising we should do. But people need to be told of that, because lots of people still do not believe in it. The object of salesmanship and advertising is to distribute goods at a profit. Anybody can give away goods, but it takes a salesman to sell them. One of the oldest chestnuts among advertising men—if you can call it such—is the one they use in every argument: "What you need is to conduct a campaign of education." I think we ought to forget that once and for all. I would like to know when we have all of the people educated. All advertising is of an educational character; if it is not it is not advertising at all. I think advertising men, like all other men, are made as well as born. The thing that hampers men, that holds them back more than anything else, is the doubt of their own ability. They praise what they consider great genius or great ability in some other man, when perhaps they possess that same ability. I do not think it is going too far—and I do not say it to you only, I have said it to other people, too—but I think there is enough ability in this room to take care of almost any crisis this country could ever have. There is more latent ability in all men than we know of, and the only reason they do not forge faster to the front is because they are not able to recognize it. Fifty years ago this country confronted a crisis, and when the crisis came the country had a leader, but a year or two before it came the man had not been picked, but he had it in him all the time to become a leader. Let us preach the doctrine of "made" men as well as "born" men. It is easier to make goods than to sell them. I have been in the advertising business all my life, but it took me some time to find that out. Any man with money can buy machinery and hire men to run it and make goods, but it does not follow that because he can do that that he can sell those goods. His money is of no use if he cannot sell the goods after they are made. It took me some time to find out that the making of the goods is the least. When you are manufacturing goods you are dealing both with men and metals, and you can put a thousand more men to work and make more goods, but when you cross the line and attempt to sell those goods you will meet a different proposition. When you make a sale of anything, whether in a retail store or on the road, no matter what it may be, that sale does not first take place in the pocketbook, it does not first take place in the order book, it does not first take place in the check book, but every sale takes place, whether it be a paper of pins or a house and lot, in the mind of the man who buys the goods. Therefore we put salesmanship on that one basis. A lawyer is as much a salesman as a business man, because when he is in court he wants to sell his side of the case to the judge and jury, and he is the best salesman because he goes at it scientifically.

If I were asked to define salesmanship in one sentence, I would say it was nothing more or less than making the other fellow feel as you do about the goods you have to sell. Advertising and salesmanship are the connecting link, and always will be, between the invention and use of any article. The best invention the world has ever seen would have been worthless if the man had not told anybody else about it, if he had not advertised and given the widest publicity to his invention. Every patent this country grants is granted on the theory that the man who produced the invention is going to be a benefactor of humanity, and he is therefore given seventeen years' use of his invention. So advertising and salesmanship have pushed this world ahead faster than anything else. Advertising is a process of salesmanship. We hear it said that "advertising is salesmanship on paper." That is partly true, but it is not wholly true. Advertising is more than salesmanship; it is salesmanship plus publicity. A salesman can talk

The National Hardwood Lumber Association

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Fred. A. Diggins, President
F. F. Fish, Secretary

only to one or two people at a time, so it might be properly said that salesmanship applies only to the individual, while advertising reaches the public as well, because by advertising you can reach hundreds and thousands and millions of people, while the salesman can only reach one or two at a time. All goods are sold in three ways: First, by word of mouth; second, by pictures and illustrations, and, third, by printed matter. That sums up practically all the ways there are of selling goods. But advertising is more. There are two objects in advertising: One is to sell your goods, and the second is to establish a good name and insure a continuance of trade. Now some people say when you are entirely sold out you want to quit advertising. There was never a greater fallacy told to business men. One of our stockholders said to me not long ago, "Are you reasonably sure of selling your year's output?" I said, "Yes, sir." "Then why don't you quit advertising?" he said. He said, "How much can you save between now and the first of July?" I said, "Between $60,000 and $75,000." "Then why don't you save it?" he said. My answer was that if I were dead sure we had all sold this year of 1910 and up to 1912, I would not spend a dollar less. I am speaking not only from the standpoint of the advertising, but of the man who buys the space and pays the bill. My being in business is not confined only to 1912, and I am a firm believer in keeping oversold. You have got to deal with human nature, and it always has wanted and always will want those things which are hardest to get. "Now then," I said to this gentleman, "look at that fountain; see that water coming out. It gets its source of supply from a river a mile and a half distant. You can get the superintendent to shut it off, but you will not notice any difference right away; you will notice it go down a little at a time until there is no more water supplied. You shut off the source of supply when you stop advertising." You must send the best possible appeal to a million minds and you must keep on appealing. You must keep on if you wish to keep up your business. There is no mystery about this advertising and selling goods. Some would have you think so, and some do not take it up because they think it is too hard. It is nothing but plain common sense plus printer's ink, and some of the best copy I have ever seen was written by men who were never known as advertising men, but they sold the goods and made their copy accordingly. I once heard it said that a man with a little idea always uses big words to express himself, because he wants to surround his idea with as big words as he can, whereas the man with the big idea uses little Anglo-Saxon words to express himself, because the idea is so big that it needs no surrounding. When you go to write copy always bear that in mind. Write it so plainly that the man without an education can understand what you are talking about, and then it will be a cinch that the college graduate can or ought to understand it.

Export of Sewing Machines

The sewing machine exports for the current fiscal year will make their highest record with a probable aggregate of ten million dollars. Over one hundred and sixty million dollars' worth of sewing machines have been exported from the United States during the forty-eight years since the official record of their commercial movement began, of which one-half of the total was exported in the brief period since 1900.

Europe leads all other sections of the world in its consumption of American sewing machines.

Steel Cars

The Pennsylvania Railroad seems to be about the last of the important lines which has insisted upon sticking to steel cars for its fast trains. Even this company has had so much trouble in keeping this kind of equipment on its tracks that it is not in a remarkably high repute with the traveling public, which to a large extent is seeking other east and west routes. This company is attempting to cease its hitherto prevalent crime of interposing old wooden cars between its steel cars in the make-up of its trains, and it is announced that an order has gone out instructing that in the make-up of trains, no more wooden chair, dining and sleeping cars be placed between steel coaches. In the future its wooden equipment will be hooked onto the rear of its trains.

There is a marked diminution, if not pretty nearly a cessation, in the production of all-steel passenger and sleeping cars. It is announced on good authority that the Pullman Company has purchased more solid mahogany and veneers during the past four months of the current year than ever in any previous twelve months of its history. It may be that this company is going to build freight cars of this kind of material, but it is apparent to the average mind, on the contrary, it is going back to the construction of wooden sleeping car equipment on reinforced steel underframes.

The Lumbermen's Club of Chicago.

Although the Lumbermen's Club of Chicago has been in existence only a little more than two months, there is no question of its being a great success. A large number of lumbermen wonder how the Chicago trade consented to get along without this model social institution for as many years as it has. In the club's delightful rooms on the top floor of the Great Northern Hotel building, are daily assembled a hundred or more local and visiting lumbermen, who lunch together at noontime, and all take a few minutes off for a social visit in the club's lounging rooms.

The club has already insured a greater spirit of friendliness and comradeship among local and visiting lumbermen than has ever before prevailed in the local trade. In most respects the institution is such a model one that the general plans should be followed in all large lumber producing and buying centers.

During the last few days the club rooms have been supplied with a series of notable timber pictures contributed by the American Lumberman, and a number of equally alluring woods pictures, showing various scenes in the government's new Appalachian Park, made from photographs by the editor of HARDWOOD RECORD.

The Timber Bond as an Investment

The financial writer of Lippincott's magazine for June has the following to say about the desirability of timber bonds for investment purposes:

"Timber bonds are peculiar among industrial securities in that they are issued against property which already exists and which can be accurately measured. A bond issued on the security of railroad property depends upon the continued profitable operation of the railroad. A rate war or a change in management, or a long-continued industrial depression, may reduce the net earnings below the level of fixed charges, and no matter how costly the property of the railroad may be, the corporation may be forced into bankruptcy and the bondholders suffer loss. The farm mortgage depends for its security upon the regular and profitable operation of the farm. The bonds issued on the security of minerals, with the possible exception of anthracite coal bonds, are likely to be disturbed by the discovery of new supplies of the same mineral. The supply of timber, however, is known and fixed. The trees can actually be measured and counted. Their value is known, and that value is steadily increasing. All that is required, therefore, to make these bonds a safe investment is that they should be issued by an established company in high credit and managed by experienced lumber men; that the lands should contain a known amount of timber of good quality, the exact amount to be ascertained by timber estimators employed by the banking house; that the titles to the land should be found perfect, and that the mortgage securing the bonds should contain provisions which will provide for the repayment of a certain amount of the principal at fixed intervals, so that before the timber is exhausted the bonds will have been paid."

With the safeguards thrown about the form of investments noted by the writer, which corresponds with the advice on this subject frequently expressed in these columns, this form of investment certainly should become even more popular than it is at the present time.

Inspection Philosophy

By VAN B. PERRINE

"Dressers," now it seems to me, were once as "bureaus" known,
And "wash stands" of our father's time have into "commodes" grown.
But what's there in the name we give to things we're making now?
You can slick up just about the same, most all of you'll allow,
When standing 'fore a dresser with comb and brush in hand,
And wash up on the new commode—the same as on the stand.
And then the old time "sofa" was about the same we'll say
As "davenports" we're making now, or calling them today.

For a dozen eggs—just twelve we count—same the country o'er;
No one thinks of adding some or counts them half a score;
A bushel of wheat has sixty pounds, in oats there's thirty-two,
And corn is figured at sixty-eight, as everyone knows is true.
Two thousand pounds is the standard ton of hay or any old thing,
But doesn't make the price per ton that any of them bring.
When "timothy" sells so much per ton, if mixed with lots of "clover,"
Down goes the price for this standard ton, true the country over.

The "firsts" and "seconds" understood way back some thirty years
Are not the same we ship now days for "first and second clears."
And the "common" numbered "two" and "three," inspectors quarrel about,
Didn't give much trouble then—they were always fired out.
"Mill culls," "scoots," sawdust, wood—things we're selling now—
Weren't worth the hauling bill, I know you'll all allow.
"Number one," just "common" then, and the "culls," if I am right,
Didn't have a market price back thirty years tonight.



"'Dressers' were once as 'bureaus' known."

So I've been thinking somewhat, and thinking mighty strong,
Wondering what was best to do if 'twould help the thing along
To write a bit of verse like this, as everyone must see,
We should all of us get together now and make inspection rules agree.
The only thing that's bothering at all, wherein we are divided,
Is counting up some defects in the lumber that's two-sided.
Let's inspect it from the worst side, or let's inspect it from the best;
But let's inspect it all the same and never mind the rest.



"And the 'common' numbered 'two' and 'three' Inspectors quarrel about."

Don't fuss about inspection rules, what's "culls," or "one's," or "two's,"
From the different grades, when standard once, most any one can choose.
Don't worry 'bout that "common" grade, or "one," or "two," or "three,"
'Bout knots or sap on either side, so long as we all agree.
And have a rule that's standard East, or North, or South, or West,
Inspected from the worst side, or inspected from the best;
Let's all agree, make standard grades, then I say it with inflection,
We needn't worry 'bout grading more—we'll have international inspection.

And when we get this standard grade, on which we all agree,
(Don't lose the point I'm making here) as every one can see,
If timber cuts out good or poor, or cuts out bad we'll say,
'Twill fix the price we're bound to charge for lumber sold today.
Who'll care about a "select" grade, or where the "liners" go?
Who'll care about the side of boards on which the defects show?
Who'll care what makes the "common" grade, or what a "cull" should be?
Who'll care a damn about the rules so long's we all agree?

And, if I were a prophet, dead sure of what I say,
Thirty years along from now, or a hundred from today,
I'd prophesy inspection rules, like weights and measures now,
Will be the same all o'er the world, and folks will wonder how
We ever got along at all, how without a standard grade,
We could transact any business, however, we could trade,
When some of us inspected boards from the side that didn't show,
And others only saw the side on which the defects grow.

Builders of Lumber History

NUMBER CXVII

H. S. SACKETT

(See Portrait Supplement)

It will come as a surprise to many who are interested in the office of Wood Utilization of the United States Forest Service, located at Chicago, to know that H. S. Sackett who has been its chief for several years and has done such efficient work, has resigned from this service to join the Munson-Whitaker Company, forester, in charge of this company's Chicago branch office.

Mr. Sackett has contributed in a notable degree to the building of lumber history, as a zealous and intelligent department chief in the handling of the manifold problems of wood utilization that have come before the Forest Department for several years. He has done remarkably efficient service for the trade, and while lumbermen generally will regret his retirement from this service, they will congratulate Mr. Sackett upon not only bettering his position, but of being perhaps of increased value to the lumber industry in his new connection.

H. S. Sackett was born in Avon, Livingston county, New York, May 1, 1884, and graduated from the high school in that town in 1900. He took a two years' post-graduate course and in the fall of 1902 entered Cornell University, Ithaca, N. Y., taking the forestry course. He attended one year when the school was abolished. He then entered the University of Michigan at Ann Arbor, where he graduated from the Forest School in 1906. During the summer of 1905 he spent four months estimating tie timber for the Northern Pacific Railroad through northern Minnesota. He entered the Forest Service in 1906 as forest assistant. He spent the summer estimating dead and green timber on the forest reserves in central and western Colorado. During the winter of 1906 and the spring of 1907 he had charge of the timber testing station of the Forest Service at Seattle, Wash. Part of the summer of 1907 he spent at the timber testing station of the Forest Service at the University of California, at Berkeley, and the remainder in the redwood district of that state, where a study of utilization of tanbark oak was made.

Mr. Sackett returned to Washington, D. C., in the winter of 1907, and assisted in the compilation of the report of the National Conservation Commission. In 1908 he was promoted to "Chief of the Section of Lumber Trade." At this time began the development of certain lines of work, which culminated in the "Office of Wood Utilization," of which he has ever since been chief. The Office of Wood Utilization was moved to Chicago in October, 1909, and has since been located in the Fisher building. The principal lines of work covered by the field of work of which Mr. Sackett has been chief are:

Methods of manufacture and uses of commercial woods; markets for and distribution of forest products; collection of statistics on production and consumption of wood in the United States and other countries; study of grading and inspection rules; collection of statistics on exports and imports of forest products; effect of and extent and growth of the substitution of other materials for wood, and sales of timber from the national forests.

The work of the office has had remarkable growth since its removal to Chicago, and has had to be transferred to larger quarters on three different occasions. Under Mr. Sackett's intelligent direction the office has been of immense benefit to lumbermen and wood users who have taken advantage of its central location to secure information on various forestry subjects of interest to them.

On May 4, 1910, at Batavia, Ill., Mr. Sackett was married to Miss Louise Christy, daughter of Baroness Ovidia von Wemberg of Norway. Miss Christy at that time was traveling and studying in this country incognito under the name of Dreier.

Mr. Sackett is the author of several publications issued by the Forest Service, principal among which are those relating to the wood-using industries of various states, and to the collection of statistics on forest products. He has also written numerous articles dealing with the utilization of wood waste in its various forms.

The Munson-Whitaker Company, forester, with which Mr. Sackett will in the future be allied, was organized in Boston in 1905, to carry on a general forestry business. The president of the company is C. L. Whitaker; vice-president, W. H. Weber; secretary, J. E. Whitaker; treasurer and general manager, H. S. Schroeder. Mr. Sackett becomes western manager with office at Chicago. The company also maintains offices in New York and Boston. At the outset this company's main line of work was tree surgery, in which it has been eminently successful. This department of the business has now assumed large proportions and it undoubtedly does more work than any other concern in the country engaged in this line. This work has been done largely in eastern states, although considerable has been carried on as far west as the Mississippi river. In 1909, the company branched out in forest engineering, and in the New England and Appalachian regions, the particular field in which it has up to the present time confined its operations, is recognized as the foremost appraiser of timber lands.

In connection with the company's timber estimating for operating concerns, it also makes working plans for the utilization of woods and sawmill waste, a feature in practical forestry which has been attended with most satisfactory results. The company has also established fire protection plans for timber owners as well as outlines for afforestation and reforestation. The company has done much in combatting the work of insect enemies of the forest in the New England states, and has made a special study of the utilization of chestnut which now is being so rapidly killed in many of the eastern states. In this latter work it has evolved means of profitably disposing of the disease-killed timber in numerous instances.

The company believes in the principle of conservative expansion, and hence it has secured the co-operation of Mr. Sackett to develop this business with the aid of an efficient organization in all departments in the West. The company will specialize in the appraisal of timber lands in which work it is well-fortified with men of long experience and good judgment, who are capable of doing excellent work. The company's cruising methods embody some features not used by other concerns, but in general they conform with the practice of the leading timber appraisers. In speaking on this subject, Mr. Sackett said:

"It is the policy of the company, no matter whether the cruise is for the purchase of timber by a going concern, or for a timber bond house or for whatever purpose, to urge or even insist that the cruise be of such a character that all the timber is seen, and that its quality be fully investigated. In addition we deem it most advisable that there be made a topographical map of the tract, and that the logging and manufacturing facilities and the markets be looked into most carefully, and then reported on. Check estimates of old appraisals and cruises which have for their basis the proportionment of sample areas or sample strips to the whole area, unless the entire area is again traveled over, are extremely dangerous and should never be relied on for the purpose either of purchasing or bonding."

With the advent into the company of Mr. Sackett, the company is considerably broadening the scope of its work, and in the future will be able to render service to the public along the lines of a more intensive use of the country's great, but rapidly declining natural resource—the forest. This service covers not only the utilization of wood in its natural form, but also its utilization in



H. S. SACKETT

CHICAGO, ILL.

a changed form, such as into paper, pulp, alcohol, turpentine, etc., a field of use which is often of more promise than the former. In the utilization of wood in its natural form, special attention will be given to the preparation of working plans for wood-using factories, which will include among other things, suggestions for the use of cheaper woods which will serve equally as well, for the use of woods which have hitherto come into the market but sparingly, for the utilization of factory waste and for better methods of seasoning wood.

Mr. Sackett's new office is located in Suite 512, Commercial National Bank Building, 72 W. Adams street. Everyone who has followed Mr. Sackett's history and work in the past will wish him and his company the greatest possible success in his broadening endeavor to be of service to the lumber industry.

Lumber Prices

Editor's Note

The following address was made by R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association at the recent meeting of the National Lumber Manufacturers' Association held at Cincinnati. The statements made by Mr. Kellogg, while somewhat revolutionary in character, certainly are presented in a forceful and intelligent manner, and should afford food for thought for a large proportion of the lumber manufacturing element. It is one of the strongest papers that has been presented at a lumber association meeting for a long time.

I have been more or less observant of the lumber industry for several years, and I have a pretty fair record of attendance at this association. I have been wondering a great many times as to what the lumberman is. There is possibly somewhat of a philosophical question involved. Some people say that he is a manufacturer. I have a good many doubts, from some things I have seen, as to whether he is an up-to-date, efficient manufacturer—efficient in the production and the marketing of his commodity. I am rather doubtful as to whether he is a very good manufacturer, or not.

Some people say that he is a lumber merchant, a merchant of the commodity he makes; and my doubts are even greater on that score than on the question of his being a manufacturer. I believe that of 48,000 to 50,000 lumbermen in the United States, 300 or 400 possibly are pretty good merchants; but I am sure that a very large percentage of them are not very good merchants, and I think that many of you will agree with me in that. I have not the time to go into the details of the evidence.



R. S. KELLOGG, WAUSAU, WIS.

The lumberman is in some cases a speculator; but he has not been a very successful speculator in the last five years. I could present evidence on that score.

Now there is only one thing left for him to be. When a man could not be anything else it always used to be said that he became a farmer. Possibly the lumberman is a farmer. I held to the notion for quite a while, that the lumberman is more of a farmer than anything else, at any rate that he is more in the farmer's class than that of the merchant, manufacturer, or speculator. But even here I have begun to doubt very much whether or not the lumberman is a farmer. He is like the farmer in that he goes out and cuts down his timber and runs it through his sawmill, and piles it up in his yard, and then next day tries to sell it. He is a good deal like the farmer who when he has raised his crop and got it in the bin, has to sell it, or let it spoil. I do not believe the lumberman is a very good farmer. But if he is not a farmer there is only one thing left; if he is not a farmer he must be a goat. I am pretty sure he is a goat; and before I get through this afternoon I think possibly some of you will agree with that point of view.

Now going back to the dry subject of statistics. According to the census reports for the years given below, the average mill values of all kinds of lumber in the United States were:

1899	$11.13	1908	15.37
1904	12.76	1909	15.38
1906	16.54	1910	15.30
1907	16.56		

The increase in average value of the lumberman's product at the mill, from 1899 to 1910, was 37.4 per cent. On the other hand, the decrease in the average value from 1906 to 1910 was 7.5 per cent. Remember, there was a positive decrease from 1906 to 1910 of the average mill value of all kinds of lumber of 7.5 per cent.

The following table shows the increase and decrease in the period given with respect to the various species, the percentages in the right hand column not shown with an asterisk indicating the decrease, and those with the asterisk indicating the increase:

	AVERAGE MILL VALUES. 1906	1910	Decrease Per Cent
Ash	24.35	22.47	7.7
Basswood	18.66	20.94	15.0
Beech	14.05	14.34	*2.3
Birch	17.24	17.37	*0.8
Chestnut	17.49	16.23	7.2
Cottonwood	17.15	17.78	*3.7
Cypress	21.94	20.51	6.5
Elm	18.08	18.67	*3.3
Douglas Fir	14.20	13.09	7.8
Red Gum	13.46	12.26	8.9
Hemlock	15.31	13.85	9.6
Hickory	30.42	26.55	12.7
Larch	11.91	11.85	0.5
Maple	15.53	16.16	*4.1
Oak	21.76	18.76	9.2
Sugar Pine	16.11	18.68	*9.8
Western Pine	14.01	14.26	*1.8
White Pine	18.32	18.93	*3.3
Yellow Pine	15.02	13.29	11.5
Yellow Poplar	24.21	24.71	*2.1
Redwood	16.64	15.52	6.8
Spruce	17.33	16.62	4.1
Tamarack	15.63	13.30	14.0
All kinds	16.54	15.30	7.5

On the other hand, we have a pretty interesting comparison as to what was doing in farm commodities during that same period. The average farm prices on December 1 of each year for the commodities given for the period 1896-1905 and 1906-1910, and the percentage of increase in prices were as follows:

	AVERAGE FARM PRICES—DECEMBER 1 1896-1905	1906-1910	Increase
Corn, per bu	37.1¢	52.1¢	40.5%
Wheat	69.4	87.1	25.6
Oats	28.1	39.6	41.0
Barley	41.2	55.3	34.3
Rye	52.5	70.3	34.0
Buckwheat	53.5	68.1	27.3
Potatoes	49.9	58.8	17.9
Cotton, per lb	8.3	11.4	37.4
Tobacco	7.2	10.	39.0
Hay, per ton	$8.07	$10.78	33.6
Average			33.1

From 1900 to 1910 the increase in the average prices of horses and mules was:

	1900	1910	Increase
Horses	$44.61	$108.19	142.6
Mules	53.55	119.84	123.6

The study of the above tables, showing the high percentage of increases of prices of farm products, will certainly convince you that the lumberman is not a very good farmer; and you must further remember that many of these commodities the lumberman had to buy in order to feed his stock.

Now I have here some extracts from the year book of the Department of Agriculture for 1910, which are authoritative, interesting, and I think possibly will not be too long. They say:

"The farmer has benefited more than others from the changed conditions which have manifested themselves in increased cost of living. For instance, the product of one acre of corn in 1899 was worth on the farm $8.51, but ten years later it was worth $15.20, an increase in farm value amounting to 78.6 per cent. Similarly, wheat increased in farm value 114 per cent, tobacco 56.2 per cent, and cotton 65.6 per cent. Ten leading crops taken together—including, besides those mentioned, oats, barley, rye, buckwheat, potatoes, and hay—increased 72.7 per cent in farm value.

"This, of course, is no advantage to the farmer if the increase in price of the things he has to buy is still greater. To ascertain the facts in this matter, the Bureau of Statistics sent a letter to a large number of retail dealers doing business with farmers. These dealers were asked to quote the prices which prevailed in 1899 and in 1909, taking care to compare articles of the same grades. In this way the percentage of increase in the prices of about eighty-five articles commonly used by the farmers was determined.

"In three cases the prices were less in 1909 than in 1899; in four cases they were the same; but in all other cases they had increased, the increases running from 2.7 per cent in the case of manure spreaders and mowers to 53.8 per cent in the case of brooms. Coffee increased 9.8 per cent; flour, 32.4; salt, 14.9; sugar, 8.7; overalls, 22.9; rubber boots, 29; calico, 26.9; muslin, 25; and so on. For all the articles considered, the average increase was 12.1 per cent.

"Now compare this with the 72.7 per cent increase in the farm value of the ten leading crops. The farmer has evidently benefited more than the rest of the community—taken all together—from the changes in values."

The year book goes on to say that the increased purchasing power of one acre of farm crops is largely due to the increase in the output per acre. The Department of Agriculture takes a great deal of credit to itself for the increased yield per acre which has made the farmer so prosperous; but if you take these same statistics and chase them back for the last twenty or thirty years, you will find that there has been mighty little increase in our production per acre of cotton, wheat, oats, or any of these crops—a very small percentage.

The average yield per acre for the last ten years, comparing United States and Germany, is as follows:

	United States Bushels	Germany Bushels
Corn	26	...
Wheat	14	30
Oats	29	50
Barley	26	35
Rye	16	25
Potatoes	92	200

So our farmer has not been very efficient after all. It looks a little as if the farmer has been as wasteful and inefficient as the lumberman has ever been accused of being. He has simply had more good luck. A Department of Agriculture expert says in the May World's Work that all the staple farm crops now produced in forty-eight states could be grown on the improved land in fourteen states with 26,000,000 acres to spare. So the farmer has not improved his methods very much after all, but things have been in his favor. One of the big things that has been in his favor is the fact that according to the census reports, practically fifty per cent of the people of the United States now live in cities, whereas in 1860 less than twenty-five per cent—I think twenty-two per cent—comprised our urban population. The people have gone into the cities and have become consumers instead of producers. The total production of farm products has increased little, if at all.

Now the lumberman is up against many kinds of trouble. Of course he has a "trust"—a perfectly wonderful "trust." The lumber trade is not a trust, yet, according to one authority—"This organization has thousands of members in all parts of the country, many of them presumably men of independent minds and preferences; and they are so perfectly disciplined that at the appearance of one little signal, all act together like a drilled army. It has all the business territory of the United States so mapped out and divided that its prices rule everywhere, and its members, under the control of its formulated principles, dominate and possess the trade.

"It attacks recalcitrants and outsiders, drives them out of business, closes yards and factories, terrorizes alien manufactures, scrutinizes the private books, records and letter-files of its opponents, has its spies in every unfriendly establishment, studies and follows every suspected shipment, keeps incessant watch on suspected business men, maintains a horde of well-trained detectives, bribes employes, scatters hush-money, dogs witnesses. It has exerted its influence over courts, public officers, administrations, legislatures, Congress and political parties. Composed of a great number of diverse elements, it is compact, secret, efficient, most ably managed, and while three-fourths of its members have no idea of its own activities, they follow, support and obey it with unquestioning faith.

"Manufacturers were brought closely together, retailers were brought closely together; then manufacturers, wholesalers and retailers were induced to work together faultlessly for a common end.

"High prices were assured, profits made certain, competition was practically obliterated."

You see what a wonderful octopus you are, and you can realize the things that the lumberman is up against. Now, when I read this, I was inspired to do a little sleuthing myself on the trail of this mysterious octopus, and so I went to a couple of members of our association and they turned their records over to me, and the results of their experiences are rather surprising. I have no doubt whatever that they can be duplicated in other localities. The concerns that I investigated were located in Wisconsin and Michigan. I found that a stock of 8,000,000 feet of hemlock lumber was shipped from November 1, 1910, to October 31, 1911. Deducting freight, commissions, discounts, allowances, cost of millwork and loading, the receipts for the lumber in the pile rough at the mill were exactly $10.00 per M. This was for a stock which ran 56 per cent No. 1, 20 per cent No. 2 and 24 per cent No. 3—slightly better than the average. Taxes, insurance, interest and selling expense amounted to $1.00 per M—making a net price of $9.00 per M. Sawing cost $2.75 per M—leaving $6.25 for the lumber in the log. Logging and carrying to the mill cost $7.00 per M log scale at the lowest calculation. Allowing 30 per cent over-run, this amounted to $5.40 per M feet of lumber, or but little more than actual operating cost, with no allowance for stumpage, taxes and interest on standing timber. Were the mill so situated that all the lath, tanbark and mill waste could be marketed at a fair price, the net return from these products would not amount to more than $1.75 per M feet of lumber.

Another example—a well-managed firm, which did a large business in 1911, received $6.44 per M for its No. 3 hemlock. The manufacturing cost—i. e., sawing, piling, shipping and selling—was $3.69 per M, and administration cost—i. e., office expense, salaries, depreciation, interest and taxes—$2.84 per M—a total of $6.53; logging cost $4.50, and delivery to the mill, $1.20, or $5.70 per M feet of lumber, making the total cost $11.73 for lumber which sold for $6.44, with no allowance for stumpage, which perhaps should not be charged against the cull product. On its entire hemlock sales of 10,000,000 feet, this firm received a net price of $9.73 per M, against a production cost of $10.82, with stumpage

charged at $3.00 to $3.50, according to location—a loss of $1.09 per M on this basis.

This firm also received a net price of $8.65 for its No. 3 ash, $8.42 for No. 3 elm, $6.55 for No. 3 hard maple, $7.75 for No. 3 soft maple, and $7.86 for No. 3 birch—all produced at a cost of not less than $12.00 per M.

These are typical examples of conditions that have prevailed for the last four years. For hemlock they mean that in the most favorable situations the manufacturers have been getting from $1.00 to $2.00 per M for stumpage that cannot be purchased for less than $2.00 to $3.00, and that in other situations there has been no return for stumpage. For low-grade hardwoods they mean that the production has been at an actual loss of several dollars per thousand.

There are only two possible sources of lumber supply in the United States, one of them being timber lands owned by individuals such as you and I, and the other timber lands owned by either the states or the national government—the public forests. At present, people like you and I own about four-fifths of the timber supply. Neither you nor I would produce any lumber if we could not obtain the cost of production for it when we came to saw it up and market it. One of our best-known foresters says: "It is better to waste timber than to waste money," and this is the keynote to private conservation. Human beings will always be guided by that principle as long as they remain reasonable. I have never seen the cost of production correctly figured during all my acquaintance with lumbermen. There has been statement after statement published in the lumber journals about the cost of producing lumber, none of which has ever been correct; they have shown nothing but the harvesting cost. There has never been a thoroughly worked out statement of what it would cost to produce a thousand feet of timber. I do not know where you are going to get a properly worked out basis of cost, and yet such a basis must be secured if the cost of lumber is ever to be figured out right in the United States. I have no idea of what the ultimate selling prices will be, but they must come up to the cost of production or lumber will not be permanently produced by private effort. That is a fundamental fact.

The real cost of production must include the growing of timber, logging, sawing and marketing the product. The largest item is that of growing the timber. Allowing only $10.00 per acre for the cost of land stocked with seedlings, the usual charges for taxes, protection, etc., and an interest rate of 4 per cent, it does not appear that timber averaging eighteen inches in diameter can be grown for less than the following stumpage prices per M feet:

Douglas Fir	$ 6
Loblolly Pine	10
White Pine	20
Red Oak and Yellow Poplar	20
Longleaf Pine	30

And because of this condition the efforts which are being made to bring about the possibility of permanently continuing lumber production and conserving the timber supply should be supported.

We need to enlarge our conception of what a public utility is. In the past few years, people's ideas have been broadening in regard to public utilities. It has become to be pretty clearly seen that municipal enterprises like street railways, which are absolutely essential for transportation, and water supply that is absolutely necessary for drinking purposes, fire protection and sanitation, are undoubtedly public utilities, as are almost to an equal extent other things like lights and telephones. It is recognized that these things are public utilities, that is, public necessities, and that they must either be supplied by the public acting in its own corporate capacity, or they must be supplied by private capital properly restricted and controlled and operating in the interests of the public. These necessities are being supplied in these two ways all over the United States today. They are absolutely essential to the life and health of the people. They are fundamental necessities. This conception has gone far enough so that courts and commissions state that when private enterprise engages in the supply of these public utilities such private enterprise is entitled to a reasonable profit for its undertaking. This reasonable profit and the right to earn it is being very generally conceded and accepted by public service commissions, by railroad commissions and by the courts.

We can readily see that, with this conception having been established regarding such utilities, an extension of the principle will be applied to the entire railroad rate situation in the United States.

Now it seems to me that we are going to go a little further with that thing; I think that what we must do if we are to get real conservation and real maintenance of our timber supply is to apply that conception to the lumber business. We believe that history shows that timber has always been a necessity. Next perhaps to food, timber is of more general utility than any other commodity. We will continue to need timber; we cannot do without it. Logically, then, the thing to do is to take necessary measures to get it.

So it seems to me that if we properly understand what public utilities are, we will include in them the forests, which are a public necessity. If this is so, then we have ample justification in asking for legislation which will permit the people who at the present time own these forests, or who may own them in the future, to manage them in such a way that they will not be wasted, and so that their fullest values in the shape of commodities for the use of the public will be secured. This must largely be done by private effort, which must be assured a reasonable return upon the cost of production.

In carrying these conclusions into effect we must work for such methods of conducting business that we shall not be compelled by economic conditions to waste what we do not want to waste, nor to destroy what the people need, but which will permit us to save those things that need to be saved, and to maintain the things that must be maintained.

Imitation Veneer Not Popular

There is evidence among the critical writings of people who study furniture and decorations, that imitation veneer, which made quite a furore a few years ago, is not popular, and will never be much of a competitor with the real article. At the same time there is a distinction between what is called imitation and what is recognized as veneering. At one time veneering itself was classed as a means of imitation. Today, however, it is recognized as a means of decorating that improves the quality of the work as well as its appearance.

It is the imitation of something that is not really supplied that is losing favor now. For example, in the veneering world the imitating of mahogany with some other wood is not as popular as it was some time ago, because the discriminating public is realizing that imitation in woodwork, whether in furniture or in house decorations, is like paste jewels. It may give the appearance of the real article for a time, but, when the ethical side of the question is considered, there is no satisfaction attached to its use.

For this reason, imitation oak tables made on gum should not be popular, and it would be much better for the manufacturers, as well as for the trade in general, if instead of imitating oak the manufacturers of such furniture would seek for some stain or color scheme that would give beauty without trying to imitate something else. Often the natural color tone of gum furnishes more real beauty than is obtained by trying to imitate quartered oak—and it relieves it of the stigma of imitation.

Wall paper and interior decorations were made in imitation of quartered oak and various other kinds of wood some time ago and seemed to have quite a run for a while. Now, however, they are losing favor and the prediction, made in these columns heretofore, that the imitation would simply turn attention to the beauty of the wood and finally the discriminating people would want the real wood, is being fulfilled and there is a better demand for veneered panels for interior decorations. In this way much good is being done for the veneer trade and the sentiment against imitations is so strong now that there is no fear of anything of this kind seriously affecting the veneer industry.

Lumbermen and Lumber Industries

Editor's Note

The following interesting paper was prepared by McGarvey Cline, director of the Forest Products Laboratory at Madison, Wis., and was read at the recent annual meeting of the National Lumber Manufacturers' Association at Cincinnati. Mr. Cline's analysis perhaps presents the details of wood utilization in a better way than has ever before been submitted.

In 1909 the census reports show that the sawmills of the United States produced 44,509,000,000 board feet of lumber. Approximately seventy-three per cent of this amount was made up of five species: viz., yellow pine, Douglas fir, oak, white pine and hemlock. Where and how this enormous quantity of material is consumed have been and still are largely matters of surmise. An investigation, however, which is being made by the Forest Service, has progressed far enough to warrant some tentative estimates on the annual requirements of the different wood-using industries. I shall present with this paper several tables based on a study of the wood-using industries of twenty states; but at this time I will merely call your attention to certain deductions that have appealed to me as being pertinent to the problem you are now considering. Of fifty-one different industries in the twenty states upon which the report is based, eighty-four per cent of the material reported was consumed by eleven industries. For these eleven industries I have prepared an estimate of the total consumption of lumber in the United States, basing it on the capital invested in the industries as reported by the Bureau of the Census. According to this estimate, which I think is approximately correct, the lumber cut is distributed as follows:



McGARVEY CLINE, MADISON, WIS.

		Per cent total lumber cut.	Millions of board feet.
(1)	Planing mill products including sash, doors, and general mill work	29.70	13250.00
(2)	Boxes and crating	10.00	4448.00
(3)	Car construction	4.48	1955.10
(4)	Furniture	3.02	1348.16
(5)	Vehicles	1.97	877.31
(6)	Agricultural implements	.78	350.67
(7)	Musical instruments	.61	273.48
(8)	Woodenware	.51	228.16
(9)	Ship and boatbuilding	.43	192.63
(10)	Trunks and valises	.21	94.98
(11)	Handles	.63	281.64
(12)	Miscellaneous industries	12.30	5470.00
(13)	Export	6.74	3000.00
(14)	Sawed ties	2.28	1017.00
(15)	Rough lumber and structural timbers	26.32	11750.00

BUILDING TRADES AND GENERAL CONSTRUCTION

If we assume that practically all of the planing-mill products go into the building trades, these estimates indicate that fifty-six per cent of the entire lumber production, or 25,000,000,000 board feet, goes into building and general construction work. This amount is made up as follows:

80% total yellow pine manufactured	13.0 billion feet
80% total Douglas fir manufactured	3.9 billion feet
90% total hemlock manufactured	2.7 billion feet
Cypress, white pine, redwood, oak and other hardwoods	5.4 billion feet

It seems, therefore, that fully fifty per cent of the entire lumber produced has to be sold in competition with cement, brick, tile, etc.

BOXING AND CRATING

It seems from the figures here presented that the various estimates of the amount of lumber consumed by the box industry, which have appeared from time to time, have been much too high. Ten per cent of the total lumber production, or approximately 4,448,000,000 board feet, is used in the manufacture of boxes and crates. This amount is made up approximately as follows:

	Board feet.
8.9% total yellow pine manufactured, or	1440 million
28.0% total white pine manufactured, or	1097 million
62.0% total red gum manufactured, or	438 million
8.2% total hemlock manufactured, or	252 million
6.4% total spruce manufactured, or	112 million
15.7% total yellow poplar manufactured, or	135 million
Other species	974 million

Thus ten per cent of the total lumber manufactured has to compete with fiber board and veneer. Such competition is becoming more and more acute as the demands of shippers and transportation companies for lighter and at the same time stronger boxes increase. Tests made at the Forest Products Laboratory show that the ordinary nailed box is inferior in many respects to improved types that are being introduced, and it is my personal opinion that the ordinary type of wooden box will lose its present position of leadership among shipping containers unless its manufacturers are able to overcome some of its inherent defects.

CAR CONSTRUCTION

Approximately 4.5 per cent of the total lumber manufactured, or 1,955,000,000 board feet, is used in the construction of cars. This amount is made up as follows:

	Board feet.
7.27% total yellow pine manufactured	1183.3 million
3.4% total Douglas fir manufactured	168.0 million
6.1% total oak manufactured	271.8 million
6.1% total yellow poplar manufactured	52.3 million
Other species	279.6 million

Lumber used in car construction is coming into competition with steel underframing and steel bodies. The competition with steel for underframes and for passenger coaches is becoming more and more active and unless there is a change in policy on the part of the railroads wood as a car material may soon be limited to use in box cars and for interior trim.

FURNITURE

Three per cent of the total lumber manufactured is consumed by the furniture industry. This industry also imports considerable amounts of mahogany and other cabinet woods. The 1,348,000,000 board feet of domestic material consumed is made up as follows:

	Board feet.
14.0% of total oak manufactured	629 million
10.0% of total maple manufactured	112 million
24.6% of total birch manufactured	111 million
13.9% of total red gum manufactured	98 million
7.5% of total yellow poplar manufactured	65 million
6.7% of total basswood manufactured	27 million
All other species	306 million

It is very noticeable to what a small extent the softwoods enter this industry. Steel is being substituted for wood to a moderate extent in the manufacture of certain classes of office furniture, and iron and brass are being largely used for beds, but in general the furniture industry offers an excellent market for high-grade hardwoods.

VEHICLES AND VEHICLE PARTS

Two per cent of the total lumber manufactured is used in the manufacture of vehicles. It is made up principally of oak, yellow poplar, maple, hickory, red gum and other species. Steel is being substituted for wood to a certain extent in this industry, but such

substitution is doubtless due more to the difficulty the manufacturer encounters in securing sufficient wood of the quality desired than it is to the superiority of steel.

The remainder of the fifty-one industries mentioned in the report on twenty states consume relatively small quantities of material and in them the competition of wood with other materials is of minor importance with respect to its effect upon the general lumber situation.

DISTRIBUTION OF SPECIES

A study of the distribution of our most important species among the wood-using industries brings out very clearly some fundamental differences in the problem of marketing softwoods and hardwoods. It appears that fully ninety-one per cent of the yellow pine manufactured, eighty-nine per cent of the Douglas fir, and ninety-eight per cent of the hemlock are consumed in building and construction work and in the manufacture of boxes. Large proportions of the cypress, white pine and other conifers also enter these industries. In the building trades and in the box industry the cost of raw materials constitutes a comparatively large proportion of the cost of the finished products; therefore, any rise in the price of raw materials has a proportionately large effect on the cost of the finished article to the consumer. Lumber has long been the material from which a house of any given size and finish could be built at the least cost to the builder; and its wide use as a building material in this country has undoubtedly been due more to this cause than to its merits or demerits as a building material. In the case of residences and other small houses, fire risk and durability become strong arguments in favor of substitutes only when the retail price of lumber is such that the cost of a frame house equals or is only slightly less than that of an equivalent house built of brick, tile, cement or other materials. Those manufacturers of lumber who are largely dependent upon the building trades for their markets should recognize this fact and devise ways and means of so regulating their selling costs that lumber will continue to be the material from which a satisfactory home can be built at a minimum cost to the builder.

The manufacturers of yellow pine in particular, and of Douglas fir also, have excellent opportunities to divert much of their low-grade lumber into paper, turpentine, alcohol and other by-products.

The manufacturers of hardwoods are facing a much less difficult situation. Their products are used in a large number of different industries in which the cost of raw material is only a small proportion of the cost of the finished article. In these industries: viz., furniture, vehicle, handles and many others of minor importance, wood is used because it has properties which make it peculiarly fit for the purpose that it serves and not principally because it is the cheapest raw material suitable to the needs of the manufacturers. This diversity of use offers an excellent opportunity to the manufacturers of hardwoods to work up their logs not only into the standard forms of lumber but into numerous sizes of small dimension stock. It seems to the writer that it would be to the mutual interest of hardwood manufacturers and consumers to study this problem. A standardization of small dimension stock of different species should result in greater profits to the lumber manufacturer through closer utilization of his logs, and in cheaper material to the consumer.



New Wood-Staining Process



Editor's Note

In the following article Dr. Robert Grimshaw of Dresden, describes a German process of staining building woods in a satisfactory way by the aid of a new tar derivative known as "paracidol." From the success that has obtained in producing a satisfactory stain on the conifers by this process, it would seem logical that like results might be secured in a similar treatment of cypress, the softer varieties of hardwoods, and possibly some of the denser fibered species.

In the staining of soft woods—those from the evergreen trees, such as white pine, fir, spruce, pitch-pine and Carolina pine, which are so much used for doors, wall and ceiling panels, staircase balusters, etc., considerable trouble has been experienced. The great quantity of resin which they contain, their very irregular density, the many fibrous and even spongy places therein, particularly in the case of fir, and especially the great difference in hardness between the hard and the soft yearly rings, render a good job of staining possible only where the wood has been carefully selected from the best grades.

The soft yearly rings take in the stain greedily and show up very dark; the hard ones, on the contrary, absorb very little, and remain comparatively uncolored. The result is usually spotty and streaky. For this reason it has been the custom to paint rather than stain such woods; or to lacker them with oil or water lack.

Recently, however, there has been introduced in Germany a new tar derivative: "paracidol," the use of which has been described in detail by the chemist Zimmerman of the Barmen Industrial Art School. There is an entire group of stains of this set, all intended for the soft woods, and giving satisfactory results, especially as they have the quality of staining the hard rings darker than the soft ones, producing a more desirable effect, quite velvety in appearance. The surface is remarkably transparent and water proof, so that in many cases subsequent varnishing is not necessary. The stain goes deep into the outer layers of the wood, so that the latter is not likely to show white by rubbing or even scrubbing.

The paracidol stains do not act mechanically, as do those usually employed on soft woods, but effect a chemical combination with the wood or fix the coloring matter already there. The process consists of a preparatory staining with a special fluid, and a final staining with the "developer," the latter taking about twenty-four hours to act. The surfaces are then rubbed down to bring up the tone.

The surfaces must be planed off smoothly; then sand-papered, care being taken to rub only in the direction of the grain. No preparatory treatment with soda, soap, or oiling is necessary. When the wood has been oiled, the grease must be removed by a soda solution and then the wood rinsed with clean warm water to remove the soda; when dry the surface is to be sand-papered.

The preparatory stain is dissolved in hot water and applied with a clean sponge kept quite wet with the solution; and the still wet surface then wiped with a well squeezed-out sponge.

The final staining is conducted in similar manner, with no rubbing down between the two processes. The final tone can be judged only after the lapse of twenty-four hours. A different sponge must be used for the final stain from that employed in the preparatory process. The pattern comes up by the use of the fine sand paper after the second stain has done its work.

When the stained surface is to be varnished as a protection against the weather (which is seldom necessary), the varnish should be as thin and mat as possible, as the effect is spoiled by a varnish polish. The surface may be matted by the use of a stiff brush when the varnish is nearly dry.

The paracidol stains must not be dissolved in metal vessels nor can one use brushes with tin ferrules.

As is well known the German is a persistent student in investigating with processes that may contribute to an improvement in prevailing methods. Thus it is that this is true not only in the handling of woods of all descriptions, but in all other lines of work. The character and quality of results in manufacturing is regarded of more importance than the matter of low cost.

Conditions in the Lumber Industry

Editor's Note

The following is an excerpt of the interesting paper read at the recent annual meeting of the National Lumber Manufacturers' Association by Samuel J. Carpenter, president of the Yellow Pine Manufacturers' Association, and constitutes a very complete analysis of the adverse conditions now affecting the lumber industry.

The student of adverse conditions affecting the lumber industry at the present time soon realizes that many of the vicissitudes through which we have passed in recent years have been largely on account of the lack of collective co-operation on the part of the producers and sellers of lumber.

We protest vigorously against vicious legislation, against competition from substitutes for wood, and other influences beyond our control, and we sit supinely by, undertaking to satisfy ourselves and our stockholders with the thought that we are conducting our business with ability and efficiency, buoyed up by the hope that at some future time, possibly after thirty to forty per cent of the present standing timber has been exhausted, we will be able to realize enough for our product to overcome present losses and justify our investment. This view of the situation, however, does not satisfy all.



SAMUEL J. CARPENTER, WINNFIELD, LA.

An increasing number of harmful practices in methods and ethics and many known evils are allowed to exist and multiply because there is not united co-operative attention given them, and collectively they greatly reduce the price the lumber manufacturer must receive for his product in order to pay his workmen living wages and to return to his shareholders interest on capital invested.

Co-operation can only be forged into an effective force through some duly organized body with the necessary mechanism for getting results. Speaking of the yellow pine industry, with which I am somewhat familiar, of 679 large manufacturers of yellow pine lumber in the South, only 259 are members of the Yellow Pine Manufacturers' Association. And only 106 mills are represented in the membership of the Southern Lumber Operators' Association, cypress and hardwood manufacturers being eligible, as well as yellow pine.

In spite of the lack of co-operation by a majority of the southern mills, the Operators' association has, during the last twelve months, given an object lesson in the efficiency of co-operation that should instigate serious thought. It has been said by a gentleman of large experience that its achievements are without parallel in industrial history. A great service has been performed and the work is still being carried on, and never before has such a contribution of valuable time been called for and freely given. The evils that threaten our industry from an operating standpoint are not local in their character. If they are not firmly met and discouraged at their inception they would soon, with gathering strength and momentum, involve the entire producing territory and create a condition that would be intolerable and result in destroying the integrity of the industry.

In selling lumber also we are drifting into unbusinesslike methods; each individual distributor fully realizes that certain methods are wrong, but continues because others do it. I refer to terms of payment, special milling of lumber without the cost added, etc., with which you are all familiar.

There may have been temporary advantages in securing orders to the one who inaugurated this custom, but it is of short duration, as his competitors will sell their lumber eventually, even meeting these conditions, if necessary, and the result is that all lumber is marketed on a lower basis.

It is a conceded fact by students of economics and forestry that the interest of the people as a whole, as well as those who will live after us, would be best conserved by utilizing the present timber supply to the fullest extent, which would mean that the present generation should be allowed to sever from the soil only a sufficient amount of timber to supply the existing demand, and should be compelled to manufacture into lumber all parts of the tree for which uses can be found. In order to do this, they must be able to realize enough for the low-grade lumber to pay the cost of production.

At present manufacturers are leaving in the woods to rot or to be consumed by fire two or three thousand feet of logs on every acre of ground cut over that would make lumber that could be utilized for many purposes, but can not be manufactured and marketed except at a loss at prevailing prices. It is not an economic waste to abandon raw material that can only be manufactured into a useful article at a financial loss.

Every existing sawmill operation cuts over a given area of timberland every year to secure its log supply. By reason of his having no remunerative market for his low-grade lumber, the manufacturer can only utilize the choice logs from the tree, leaving in the woods to be destroyed the top logs and all those showing serious defect, and consequently, in order to supply his mill with logs, must cut over a larger area every year than he would if all the tree could be profitably used. This condition is the most serious blow conservation has received.

The woeful lack of co-operation among manufacturers of lumber is the most discouraging factor in forecasting betterment of conditions. It is a regrettable fact that comparatively only a small percentage of those engaged in the industry are active members of the various lumber associations. Some of the greatest minds and most able men for one reason or another are not affiliated and they are so sadly needed.

Every manufacturer of lumber recognizes the absolute necessity of establishing and maintaining standard sizes and uniform grades. In no other way can large volumes of lumber be marketed. It would be impossible to think of returning to the chaotic condition that obtained prior to the organization of the Yellow Pine Manufacturers' Association, and the creation of a bureau of uniform grades and standard sizes. Before this time, as many of you will remember, the nomenclature describing different classes of lumber had no real meaning, and the intrinsic value of a given class of lumber varied at each producing point.

It was customary for the lumber buyer to visit the producing market to make his purchases, and to personally inspect the grades of lumber established by each mill, and the lowest price quoted for a given grade did not always indicate the best value. The consuming market was much nearer the source of supply at that time, but as the producing territory is farther removed now, it increases the benefit of established standard sizes and uniform grades to both buyer and seller.

Practically all sales of yellow pine lumber are made on the basis of sizes and grades established and maintained by the Yellow Pine Manufacturers' Association, and all disputes are settled on this basis, and the buyer has no need to give thought to the quality of

the lumber in considering prices, as he knows he will get from any association mill as near the same grade as it is possible for different men, working under the same instructions, to make it. This work can only be carried on by an association.

It is necessary, from time to time, to change the grading rules to meet changing conditions, and as new uses for lumber are found it is necessary to establish standard sizes and specifications covering the various grades. The association is performing this duty as occasion requires.

The Yellow Pine Manufacturers' Association has a large force of trained inspectors, directed by a chief inspector, visiting the mills, educating the graders and seeing to it that a uniform standard is maintained. The Yellow Pine Manufacturers' Association expends about $35,000 a year for this service, and it believes that it is worth it.

In this connection there is another serious side to this question. As stated before, practically all yellow pine lumber is sold on association grades. The manufacturer who does not belong to the association uses the association gauges for sizes and its rules for inspection, and undertakes to have his head grader competent to maintain association grades; but, by reason of not having a regular review of his stock by a trained association inspector at regular intervals, who is constantly visiting and inspecting his competitors' stock, and whose business it is to point out errors, either of manufacture or grading, or by reason of frequent changes in employes, his grades, in time, lack uniformity, and the experience of the association has been that these stocks are very apt to average better than association grades. They can not be below grades without bringing complaint from the buyer, while the buyer would not be likely to complain if he received a little better grade than be expected.

The manufacturer who does not belong to the association, but feels confident that he is correctly grading his lumber because it seems to please his customers, is in a very dangerous position, and may be giving away every year thousands of dollars in furnishing better lumber than he gets paid for, and it would be money well expended to pay association dues and have the benefit of a disinterested expert inspection from time to time.

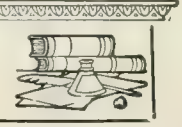
I wish to call attention of the members of the association to the fact that possibly they have not derived as much profit from their investment in association dues as they would have, had they carefully studied the information sent out by the secretary. The association prepares a lot of valuable reports and statistics. Its members are accurately informed of conditions affecting our industry. We are told the ratio of cut to shipments for any given month; comparative statement of stocks in the hands of manufacturers, and other information of like nature that, if acted upon, would be a large factor in determining values. It requires an expensive organization to collect this information.

You are paying for it in the form of association dues, and it would seem to be good business to utilize this information to the fullest extent to the end that your expenditure for association dues may pay dividends. Such information should be scrutinized as carefully as your balance sheet, for that is precisely the place where it will ultimately be recorded.

Keep constantly in mind that success is only a synonym for "being prepared," and that anticipating conditions is merely ascertaining what seed is now being sown.



Increasing Sales Cost



Five years ago, according to a recent statement of one of the largest lumber manufacturing concerns in the country, it was able to sell its product for less than one per cent; today, the cost is from two and one-half to three per cent, and is going up right along. This, be it noted, is a strictly selling cost, and does not include any of the general or overhead expense, part of which is connected with selling. It refers to the actual expenses of the man who is on the road getting orders; of the advertising department, and of special work which may be done with a view to promoting the sale of lumber.

Everybody has probably realized during the last few years, with the after-effects of the depression of 1907 and 1908 prominently in mind, that it takes more effort to dispose of lumber than it formerly did. Many, however, have not understood fully to what extent extra effort had resulted in an added sales expense. The two are directly connected, and one inevitably produces the other. If a salesman has to call on a buyer three times to make a sale, whereas he formerly sold him on every trip; if purchases are made by cars instead of lots of 100,000 feet at a time, and if better terms have to be given to get orders, it does not take much analysis to understand why selling expense has increased. The cost of doing business has grown all along the line for the lumberman, and though he has been more impressed, perhaps, with the advance in the cost of timber and the increase in labor expense, the sales department is one which is responsible for a considerable amount of this increased burden.

This means that lumbermen must pay more attention to proper selling methods if they are to continue to make a fair profit and to hold the selling expense down to its present figures. The association of sales managers, which is doing good work in the exchange of ideas, calls attention to the need of better methods, and the promotion of sales is beginning to get the consideration which it deserves. Continued attention to this problem is needed in order to bring that department of the business up to its maximum efficiency.

The head of a big company used to find enjoyment in selling the output of his mill. He sat in his office, dictated a few letters to big consumers, whom he knew personally, in which he offered certain choice lots of stock. Usually a reply was forthcoming, accepting the offer, and the lumber was moved within a reasonable time after it was manufactured. This lumberman had the idea that there was no selling expense attached to his business. He figured that it took about two cents' worth of postage and ten or fifteen cents' worth of the time of his stenographer and a trifling amount of stationery to land an order for about 50,000 feet, and he believed that this was the proper way to handle the selling department.

When buying slowed up a few years ago, the manufacturer continued to solicit business from his customers by mail. He found, however, that the amount of postage required to land an order was considerably more than it used to be, and that a good many of his "steadies" wrote polite notes stating that they had plenty of lumber in stock, and could use nothing additional at that time; also that they were getting quotations elsewhere which were considerably lower than his own. With lumber piling up on his yards, the sawmill operator saw that it was necessary to discontinue the old easy-going methods, and he employed a man who had devoted much attention to sales work. This man is now at the head of the selling end of the business. He is getting $4,000 a year to handle this part of the business, and his traveling expenses amount to fully that much. With the services of his stenographer and the other incidentals which accumulate about such a position, the selling department costs the business easily $10,000 a year, compared with the negligible amount which was formerly charged to it.

Here is just one concrete example of the change in conditions, and one definite reason why the cost of doing business has advanced. Many other lumbermen who found it unnecessary to employ salesmen now have men on the road regularly, and concerns which thought that the same man who could see that the sawmill was running properly could also attend to the minor detail of moving the stock after it was piled, have changed their minds and gotten experts for the selling work, allowing the manufacturing department to remain in the hands of those whose chief business and skill are concerned with the sawing of lumber and not the selling of it.

A reference was made to the fact that advertising expenses are charged to the selling department. This is of course proper, as advertising is strictly sales work. However, it must be confessed that much of the advertising done by lumber concerns hardly deserves the name, and it is burdening the head of the sales end unjustly to compel his department to undertake that load. The main reason is that lumber advertising has not been taught to work as it can and should do. The lumber trade papers ought to be the direct medium of many more sales than are accomplished at present, and they would undoubtedly be if copy were changed frequently and interesting and convincing arguments presented. Part of the movement for the greater efficiency of selling efforts in the lumber business is having to do with improving the character of lumber advertising, and especially advertising in the lumber trade journals.

This kind of exploitation should be followed up with more careful attention to the mailing-list. In every line which must rely upon aggressive selling effort to get business, and this is true of practically all industries, the mailing-lists are among the most important aids to the sales departments. In the lumber business few concerns use this system as freely as they should. There should be a consistent and permanent effort made to develop a list which will be not only complete but thoroughly organized. There should be divisions made according to woods, so that it will not be found that the concern is offering oak to a consumer who uses nothing but poplar, or that ash is being advertised to a consumer of oak alone.

Sales letters should be written regularly to the concerns on these lists, and each letter should contain a definite proposition such as the salesman of the concern would make were he to meet the buyer face to face. Merely announcing that you have certain items of lumber in stock is not presenting a sales argument. There should be some distinctive point brought out, such as will give the purchaser a reason why he should buy it rather than any other lot which happens to be offered him. If selling points can be made for everything from alarm clocks to socks, it certainly looks as if lumber, which has a wide variety of qualities, and which, in the same grade, can vary all the way from very good to very bad or indifferent, has a few desirable points which are worth developing in a sales letter.

While individually typewritten letters are usually much more effective in selling goods than circulars, letters of this kind can be prepared in such a way as to be almost as good. Letters properly multigraphed, with the address filled in carefully and the signature written with ink, and mailed, of course, under first-class postage, can go to one thousand prospective purchasers and have little lost efficiency because an individual letter was not written to each one. The danger of this kind of letter, however, is that the personal note will be lost sight of. The writer will think of a thousand people instead of one, whereas, in order to make the argument effective, the letter should be written just as though one person only were to receive it. This gives it simplicity, naturalness and effectiveness which is entirely absent from the conscious circular style.

Careful records are kept by many lumber concerns which discovered that their weak point lay in their sales department, as to the work being done by each salesman. These have had definitely assigned territory, and their own sales, together with business which could be ascribed to their calls, are figured frequently. This gave the house information as to which men are delivering the goods, and who are falling down. The various salesmen are also kept informed as to whether their cost of selling lumber is increasing or not.

The analysis of sales by individual solicitors goes a step further, also. The kind of business put on the books by each man is closely watched, and the value of the particular trade secured is considered. In other words, the firm realizes that mere volume of sales is no just criterion of the ability of the salesman. At one time the desire of the concern may be to sell low grades, so as to reduce a surplus in that direction; at another first and seconds may be the items which are to be pushed, so that it is the general efficiency of the salesman in adapting his efforts to the special needs of the house at any particular time which makes him valuable to his employers.

In this connection, too, it may be worth while to point out that the work of the salesman can be greatly increased by keeping him informed as closely as possible of market conditions and of the "slow sellers." The salesman who is provided with only a stock-list and price quotations is very illy equipped, and the plan referred to some time ago in HARDWOOD RECORD, of sending out a weekly letter to the men on the road, giving them information of the trend of values during the preceding week, and the items on which the firm is long and desires rapid sale of, is undoubtedly in line with proper conduct of the selling department.—G. D. C., JR.

Handling Veneer Logs

Modern methods are finding their way into the logging woods as well as the sawmill and veneer plant, but it takes some modifications to apply the modern methods of mill logging to veneer logs. As veneer logs are the select few in many woods operations, it is not generally practical to handle them in the same manner as mill logs where the stumpage is taken clean. Especially is this true of fine oak logs, which are only to be had in small numbers. Some millman may get them out with saw timber, and thus justify tram roads and power loaders. On the other hand, many of the finest oak veneer logs are gathered one or two at a time, and must be handled in the primary stages by main strength.

In handling the veneer logs on the yard and in the factory, every veneer manufacturer should make it his business to study modern methods. Many a veneer manufacturer is diligent in his efforts at mechanical manipulation from the time he begins cutting his veneer blocks until the finished product is bundled for shipment, and also to minimize his waste, but at the same time neglects bigger items of the same nature in the log yard.

The trade is gradually getting away from this and learning that there is room for effective saving of both time and timber by giving more attention to the careful handling of logs on the yard. In rambling about the country one comes across evidence of this, and often instances of men grasping one point and missing another. There is a case on record where one concern for years had been dumping logs from barges into the river by hand, then pulling them out up the slip a ways and rolling and banking them on the yard by hand, to be afterward rolled on again by hand to be brought into the factory. A big power derrick, with a long boom, was put in that would swing logs from the barge and pile them on the bank, and pick them from either the barge or the bank and swing them onto the truck for the factory. The original installation cost quite a sum of money, but it has paid for itself and materially reduced the cost of handling.

On another yard was found something else that this one had neglected, and something neglected that this one had. The other yard had no derrick, not even a truck for running the logs in to the mill. They were handled by main strength, and cut into block lengths with a cross-cut saw, instead of being run on a truck under the regulation drag saw. But here due thought was exercised for the care of the logs to prevent damage and waste. The ends were carefully painted, and the logs as a rule were of high quality, so that there was but little waste as compared to that of some other plants.

The instance given might be termed two cases of hobby riding. In one instance the hobby was power log handling appliances; in the other it was the care of logs, and that it paid in each case, there is not much room for doubt. Each concern is successful, and is making a fair share of money. Looking at the two, however, one can not help but speculate on what the advantages might be if each would ride both hobbies instead of only one.

Cost of handling and timber saving are just as important on the log yard as inside the factory. There has been enough development in log handling appliances to enable one to get something practical to fit any yard needs or conditions. It is a subject worth taking up, for it is on the log yard that a great deal of the veneer factory cost is piled up, and it is here, too, where much of the waste starts.



Exquisite English Walnut Panel made from Veneer

Cut by C. L. Willey, Chicago

The Figured Wood Game

[*See colored supplement "Exquisite English Walnut Panel"*]

There are figured veneers—and figured veneers. The expert veneer man can take a log of ordinary figure, and by dint of skill in cutting his flitches, succeed in producing veneers either on a veneer saw, slicer or rotary cutter, that will show something in the way of a figure. However, high-class fancy veneers can only be produced from richly figured logs or from burls. The figured veneer game calls for long experience and the highest skill. Primarily the selection and purchase of the logs, flitches or burls is pretty nearly a science. When it comes to converting a log to secure the best possible results in the way of figure, width, soundness of stock, etc., the business gets down to another branch of the science. When it comes to cutting the flitches to veneers, still added skill has to be possessed by the operator. A quartered section of a log may produce the best results on a slicer, and may possibly produce a more alluring figure when mounted on a stay-log, and cut on a rotary machine. Fancy veneer production in all respects is a science in order to achieve the best results.

Some years ago a well-known New York veneer man said to the writer: "If a man has any gambling instincts to gratify, it isn't necessary for him to go down into Wall street to satisfy them, or to play faro-bank, draw-poker or the ponies. All he has to do is to go into the figured veneer business and he will have every speculative ambition fully satisfied."

The man who makes money out of the figured veneer game is one who knows how to look into the inside of a log that has its bark on, and tell pretty nearly what sort of a figured veneer he is going to get out of it. There are few men in the world who are capable of doing this, and hence the country is strewn with failures in the figured veneer business. It's science combined with a gamble. The man above quoted, although at one time regarded as one of the best fancy wood men in the country, has since made a lamentable business failure.

A few years ago the writer was visiting with C. L. Willey, the foremost fancy wood man in the United States, at his Chicago plant, when he observed: "I wish you would come over here tomorrow, because I am going to open up what I regard as the best Circassian log that I ever saw. I paid a lot of money for it, and I believe it is going to make some wonderfully handsome veneers."

Dropping around at the plant the next day, I encountered Mr. Willey's son, Charles, and said to him: "How did that great big Circassian log turn out that your father opened up this morning?"

"You don't want to see my father today," observed Charles. "He put that log on the carriage this morning to flitch it, and it wasn't worth a rap. The whole business is shoved out on the dump, as not a piece of it was worth putting on a slicer."

The log as it originally laid in Mr. Willey's yard looked reasonably sound, and bore every outward evidence that it would produce ten thousand feet of high-class veneers. It probably cost, laid down in the Chicago plant, a matter of five hundred dollars, and proved to be an absolute loss. This is one side of the story. The other side is that an astute buyer will occasionally dig up a log that will develop wonderful results in splendid veneers. There is romance as well as speculative qualities in the figured veneer business. The accompanying picture supplement was reproduced from a forty-two-inch square panel, which was one of a dozen varying in all particulars, and was made up of as many distinct figured sections of burls that came out of a big log of English walnut that was purchased by C. L. Willey some years ago in England. It is said to be the most remarkable English walnut log that was ever brought to America; and was out of one of the largest, if not the largest trees existing in that country. It showed an age of from six hundred to seven hundred years. Mr. Willey purchased it entirely by accident. At the time of the purchase he had considerable dealings with William Oliver & Sons, timber merchants of London, and just before sailing for Europe in 1908, he received a letter from them telling about this tree. In company with his representatives, he visited the private park of Lewis Vernon Harcourt, a member of the British ministry. Mr. Harcourt's park is a beuatiful, finely timbered estate of 1,200 acres, situated near the village of Nuneham Courtenay, in Oxford county, about sixty miles west of London. Much interesting history obtains concerning the estates of the Harcourts. Some 170 years ago the village of Nuneham Courtenay was removed a considerable distance from its original site to its present location, and it is alleged this walnut tree grew in the village garden, was excavated, and moved to the Harcourt private park to serve as one of its chief ornaments, and to preserve a notable example of tree growth. The tree doubtless had shown no material growth since the time of its removal, and Mr. Willey found its main bole lying on the ground at the railroad station awaiting transfer. The log was twenty feet long, seven-and-a-half feet in diameter at the butt, about five feet through at its narrowest point, and eight-and-a-half feet in diameter at its crotch top. It contained about 4,200 feet board measure.

It was certainly an unpromising looking object, and the average American farmer, in clearing out a tree of any such sort from his property, would undoubtedly have consigned it to the fire. Mr. Willey thought he could see something in it, however, and purchased it for approximately $750. The decayed portions were cut away, and it was trimmed up somewhat, but, in order to get it into the hold of the steamer, it was necessary to cut it into two sections. It reached the United States by way of New Orleans, and when transferred from the vessel it was found necessary to again cut the larger section into halves. It required an entire car to transport the log to Chicago.

The chief feature of the log was two enormous burls connected together by a twisted smaller section. When the sections of the logs were landed at Mr. Willey's yard, his interest was much increased in them, and he took particular pains, with the skill for which he is so famed, in cutting the burls to show the best figure, with the result that he secured from this one log 72,000 feet of twenty-fourth-inch sliced veneers, on which he placed a value of fifteen cents a square foot, or $10,300. About one-half the veneers have been sold at this price, and the remainder are still housed in Mr. Willey's fireproof warehouse at Chicago.

In all respects it is the most marvelous English walnut burl veneer that has ever been cut. While the picture here reproduced does not approximate the beauty of the veneer itself, its wonderful attractiveness can not be disguised. Even in the picture the conventionalized geometrical figure can be plainly seen, as well as the similitude of animal heads, flowers, butterflies and pictured effects of all sorts and descriptions. There are more pictures to be seen in one of these veneer panels than can be found by the most imaginative in the burning coals of a log fire.

A few days ago one of Mr. Willey's buyers found an American black walnut tree in the heart of a remote canyon in Oklahoma, purchased it, and shipped it to the Chicago plant. This log was of about the same size as the English walnut described in this story, but it developed more than sixty thousand feet of wonderfully beautiful veneers. The peculiarity of this log was the fact that the heart grew within four inches of one side, which in flitching enabled Mr. Willey to secure quarters more than thirty inches square. These cants were attached to a stay-log and cut to veneers on a rotary cutter, developing panels eight feet long and forty-two inches wide. In the figure of this log is combined all the standard markings known in the veneer industry—mottle, stripe, curl, blister and wave. This veneer has not yet been marketed, but it promises to produce a value in excess of the English

walnut log referred to. In many respects it certainly is the soundest and handsomest figured American black walnut tree that has been transformed into veneers in many a year.

Of course, the story of these two logs is the other side of the speculative game about figured veneer, and the great values occasionally secured out of the veneer product of an extremely handsome log. The story of veneers is very akin to tales heard on the subject of other speculative ventures. The stories of failures are not told, but those that do come to light are only the details of wonderful coups. Thus it is in the veneer industry—the public only hears of the occasional remarkable profits developed from individual logs, and never about the unprofitable ones. The average run of figured wood, like mahogany, walnut, Circassian, etc., can be pretty well demonstrated in advance, and the astute buyer and manufacturer knows pretty well that he will get for the veneer product a half cent, a cent, two, three or possibly five cents a foot—the latter for the exceptional best. It constitutes a business with a comparatively fixed profit, and it is only occasionally that the veneer manufacturer encounters a log that makes him a fancy profit. On the other hand he opens up many a log with which he is very well pleased if he can only get out cost—and often he does not do even this.

Right now, as is pretty well known in the trade, C. L. Willey has the largest holdings of figured logs, notably in mahogany and Circassian, of any veneer producer in the world. While he hasn't cornered the market, he has a large sum of money invested in the biggest holdings of figured woods that have ever been possessed by one man in the history of the trade. With the rapidly increasing appreciation and values of these woods, it is certain Mr. Willey has achieved a handsome coup in the fancy woodtrade.



Tales of the Trade



STORY OF CAT-ASTROPHE

Some time ago Alex McNeill of the Webster-Whipple Lumber Company of Minneapolis, was on a business trip in northern Michigan and compelled to spend the night at Houghton. The best he could do was to get a room with a friend whom we will call Jack Smith.

The night was exceedingly warm, and after retiring they did not overburden themselves with clothes. It being too warm to sleep Alex says they told stories, one of which was interrupted by the prrr-r-r-r-meou of a cat. Jack seemed to have it in for this particular cat and, thinking that every door was shut, they decided to catch poor pussy and throw her out of the window. Alex hasn't much use for cats, so armed himself with a shoe, but the feline was a little bit smarter and made a dash for the door. Alex let drive at Mrs. Cat, but, as good or ill luck (as you see it) would have it, the missile went through the open door, down the hall, to the head of the stairs. There was a light burning in the hall, and Alex decided to go after the shoe. He secured same and had just reached the door when he found to his dismay that Jack had shut and locked it.

It so happened that this was the floor occupied by the waitresses, who were dressing for a ball, and, hearing the commotion, they gathered en masse in the hall. Alex said a few things, in fact more than a few, all of which seemed to make no impression on his friend, but the latter finally became convinced that it was either let him in or he would come through the door.

In relating this story Mr. McNeill states that if Jack Smith had not been such a son of a gun in size he would have been killed instead of the cat. He now sees the humorous side of the story, but mournfully states that it was the most heart-rending episode of his entire career.

From that time on Alex has never gone after his wayward shoes unless attired in a manner suitable for a hurried retreat.

NEVER OVERLOOKS A BET

When the writer chanced to be in the office of the American Lumber & Manufacturing Company of Pittsburgh, some time ago, he heard some one ask W. D. Johnston, president and manager of that concern:

"Johnston, what is the secret of success?"

Quick as a flash W. D. came back with: "Work all day and think all night."

It is said to be a fact that he formerly carried a small scratch-pad to bed with him in his night shirt pocket to jot down ideas that came to him either in his waking or sleeping moments. It is further stated that at the present time he has an electric flash-light in his other pocket, and a slip noose, so as to lasso his ideas before they get away.

Mr. Johnston states that an idea is no good if you do not tie it up and make it work for you, and he certainly has the system down pat.

"QUERIES"

What color is red oak when it is green?

Should not bass-wood be good to make drums of?

Should not a man who died of drunkenness be buried in a hic-kory coffin?

Should not all dairy buildings be built of butter-nut?

Why not construct "Shoot the Chutes" of slippery elm?

Is a ven-eer related to an engineer?

Does ash make the best fire?

Should a man who has been brought up in the beech woods know how to swim?

Does a dealer in buck-eye get the buck ague?

If Cy cedar on the street, would Cy-press her hand?

Is it "fir" to the Pacific coast?

Are gum manufacturers good chewers?

Would hack-bury look well in a funeral procession?

Could burglars pick a hem-lock?

When the white man whipped the Indian, do you think Locussed?

When the farmer chased pigs with his dogs, did he sic-em-more?

If the darkey butted the side of the house, would he have a black wall-nut?

Do you think the above are chestnuts?

THE SAWMILL

The sawmill was originated by man to convert monarchs of the forest into lumber, lath, shingles and sawdust. It later developed as an institution through the agency of which more money could be lost with little effort, than any other invention of the fertile brain of man. After you have caught and apparently tamed your sawmill, it can develop more leaks (through which streams of money can pass away), than an oyster boat on Chesapeake bay.

The early visions of a property of this kind are very rosy, continuing so until a short time after the property is acquired and from then on the "day dreams" rapidly develop into "night mares."

No sawmill has ever been known to follow the example set by Oliver Wendell Holmes' "One Horse Shay," and all go to pieces at once, each mill having its own peculiar way of developing breakages at so many per day in unexpected spots.

Another peculiarity is to turn out a large and satisfactory cut on one day and absolutely refuse to run the next. (We understand the automobile has acquired this habit, but feel that it is an infringment on the well established custom of sawmills.)

A full-fledged, well regulated sawmill will cut anything from an oak log to a man's leg. (This is not used in a masculine sense, but relates to mankind in general.)

We once knew of an owner of a mill who approached a ten-inch saw which was apparently loafing and on putting his hand on the edge of it, discovered that it was not so much of a "loaf" after all, as it clipped off a finger without hesitancy or apology. A few months after, while showing a friend through the plant, he related the incident, informing him that the saw looked to be as quiet as the one they were then passing, and to illustrate, he put his finger on this saw, which was also laying in wait for him, and lost another finger. Since that time he has refused to put his hand within four feet of any saw unless it was thoroughly boxed, and lying not less than twenty-five feet from the mill in an open lot.

This reminds us of a man who went over the falls on the Vermilion river in Minnesota, and broke a leg, and later in showing a friend how it happened, he went over and broke the other. Thus we see that habit has a strong hold on a man.

There are many kinds of saws, viz.: circular saws, which are round; band saws, which are not round; segment saws, which come in pieces, and if you own a mill you could probably mention other kinds of names which are not allowed to go through the mails, or, at least, this is your opinion of them during their periods of strenuosity.

A sawmill once acquired is as hard to get rid of as the hold on the historical "bear's tail," and the saying "once a sawmill man, always one" is due, no doubt, to the peculiar fascination which danger has for the average human being. (We mean financial and not physical.)

We know of one successful lumberman, whose father was not so successful, and almost on his death bed, he cautioned his son to avoid ownership of a mill like a pestilence, and the son did so for a number of years, but the disease finally got him and he now owns a mill, which, during the last thirty days, has been fifteen feet below the surface of the Mississippi river.

It is true, of course, that no lumber could be produced without a sawmill, but it is also true that little scratching could be done without the itch, but that does not make it any more pleasant.

A mill is like unto a boil, for a man is never so well off as when the other fellow has it; but unlike the boil, there is no cure for the desire of ownership.

WOOD

Wood is the substance which is covered by the bark of the tree and holds the leaves. It is a very useful article and man has used it for many purposes since the beginning of history.

Wood, cut into long, wide, thin pieces is called "lumber."

Wood cut into big pieces that you cannot lift, is called "cants."

Wood, cut into fine particles which can only be picked up in a cup, basket or similar receptacle, is called "sawdust."

Wood, put through a process of distillation, is called "alcohol."

Wood, put through a pulping process and folded into sheets on which you can write, is called "paper."

Wood, cut into small blocks not fit for much, is called "firewood."

Wood, on the north end of a man, covered by his face and hair, is called a "dummy" or a "mutton head." This form of wood is not as common as the others, but can be seen on the streets of any city, at any time. A sawmill man who sells his lumber for less than cost has a head of this kind.

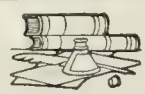
Wood is used for many purposes and promises to be for many years to come, Thomas A. Edison to the contrary notwithstanding.

A small quantity of wood, covered by bark, not very wide, but a plenty long, when applied to a growing boy upon the place nature has provided, has medicinal qualities that usually effect a prompt and speedy cure.

A lot of wood in proper form and place is called "woods," provided it is covered with leaves and bark.



Sales Methods and Salesmanship



A well-known authority says that methods of merchandising, selling, etc., change radically every seven years. Just to see if this is really true, look about you in the large cities, or even in the small ones—the larger preferably, for they are the most progressive. Seven years ago the housewife would go to a department store and probably spend the day there, making purchases of everything she wanted. Today, look at the specialty houses—each one catering to some special line, giving better value and sometimes at lower cost. Do you blame her for trading at these specialists?

Years ago, about the only method of getting business was through a salesman. If the salesman was on the road, the house depended on his orders to keep it busy. If in a store, he was taught that he must sell to people who came in. Today, advertising practically sells the goods, and when the customer comes into the store it is merely to get the article or have it explained further. The advertising department works in connection with the sales department—in fact, in many cases the two are combined.

It is safe to say that the lumbermen and their methods, with a few exceptions, are the most backward when it comes to scientific handling of sales and salesmen and the diplomatic handling of customers. I have heard it said that more customers were lost by improper handling of correspondence than in any other way—yet there are no trained correspondents in the lumber business. There are no trained salesmen in the lumber business. That's why the annual consumption of lumber is less each year. This is a broad statement, but let me explain. Take the cement trade—each company has an advertising and sales department. The advertising department in its work shows the utilization of cement (creating the demand), and secondary, the superior qualities of service of its product. The salesmen are put to work in the cement plant and before they ever see the road they know exactly how every particle is made. After that training they go to the other extreme—the consuming end, to thoroughly know the many uses and exactly how it is used. From this, they must study the office method of handling sales and orders, watch the advertising department; in other words, they know everything that is to be known about the business. Before they are put out on the road the sales manager gives them final instructions and many rules to go by; he also outlines competitors' methods of manufacture and sales schemes. Sometimes an older salesman is sent with the new recruit. When a man goes through this training, he is more than a salesman—he is an executive, a demonstrator, an educator in fact. He can create business. He is in touch with the office at all times. The house probably has its own house-organ and sales schemes going to him all the time. Co-operation between the salesman, sales manager and the advertising department is the keynote. Do you wonder that they get business? The same is true in the steel business, the coal business and other lines. Did you ever hear of such an organization in the lumber business? It is possible but not probable. Most lumber sales managers today give their new salesmen a new stock sheet and prices and turn them loose.

An advertising man once said, "Salesmanship today consists of nine-tenths selling talk and one tenth, the goods." That applies to the salesman who thoroughly knows his product. "Knowledge inspires confidence; confidence inspires enthusiasm; enthusiasm conquers everything."

An "order-taker" approaches a customer like this: "Do you need a car of 1s and 2s gum?" The answer is generally "No." The trained salesman approaches like this: "Mr. Blank, if you could buy a car of high-grade No. 1 common red gum that would cut to as good advantage for your work as the 1s and 2s you are now buying from So-and-So, wouldn't you be interested in the

saving in price between the two grades?'' What buyer would answer ''No'' to that? There isn't a chance to say ''No.'' I fancy I hear a number of you saying that this is an exceptional case. Now think a minute—this man knew all about his competitor's good as well as his own. He had the knowledge and the confidence, therefore, what was to prevent his using it?

There is one of these trained men in an eastern city today. He is connected with one of the largest lumber manufacturers in the country. His firm had a bad reputation, it used the wrong rules, shipped poor lumber. Every salesman (?) it put on the job in that city, gave up without geting business. But this new man wasn't worried about these trifles; he was put there to sell the lumber and he's selling it fast to the very men who condemned the firm. Ask him how he does it and he'll say, ''Oh, I just know our stock pretty well and know what the customers want.''

You can't deal in generalities; facts are essential. You must tell exactly what per cent will run long lengths, etc. The better you tell it (knowledge) and the more enthusiastically you tell it, the better chance you have of getting business.

If a man is busy it is generally better to leave without seeing him than to force an interview. The best plan is to call again or ask for an appointment. The salesmanship schools would advocate, if the buyer came out with the salesman's card and said he was too busy to talk, to fire back, ''It's only busy men we do business with''—and start the selling talk. I never believe in antagonizing, and ''rules'' should be applied with judgment. The minute you antagonize a man, it puts up a barrier between you and the order, and it's mighty difficult, sometimes, to force it down. In this connection, always speak in the highest terms of your competitors when they are mentioned, no matter whether they are good or bad. If you speak against them, the buyer naturally sticks up for them and you lose out. That's human nature.

A number of salesmen have said to me that the greatest stumbling block was when the buyers won't pay the price. Each salesman must think this out for himself, for practically no two cases are alike. I generally try to compare the buyer's product with some inferior competitive make and ask if he would sell at the same price as the other maker. Another way is to see what is to be made of the stock and how your lumber will fit that purpose. Illustrating the latter case, a trim man wanted a car of 1-inch birch. He was quoted $29 but paid $31 for another car because the salesman told him that it would cut to special advantage for long rippings. This car was just what the buyer wanted because it would cut to so little waste.

Do you realize how much appearance counts for in this age? When you meet a man you form an impression and you form it quickly. No matter how good a man's talk is, if he is carelessly or poorly dressed, you are not going to give him the right attention. Isn't it natural? But, on the other hand, if a man looks just right, he feels that way. To feel successful, he must look that way. And if he looks successful to you, and his talk is right, aren't you going to give him the right attention? Don't you like to do business with ''successful'' men?

Concentration on a certain territory is better than a few scattered visits at intervals. There are a great many solicitors for each man's business, and the best known, the ones that call the most frequently and make the best impressions, are the ones getting the trade.

A great responsibility rests on the sales manager of a progressive concern. It is up to him to keep the salesmen ''in tune'' working the hardest, getting the best results and keep the office end running smoothly. Generally this man has had his bringing-up on the road. He knows that salesmen are human; that they have just as many vanities and feelings as he has. He never discredits the ''boys.'' He never ''hogs'' a sale. He believes in co-operation among the force. He is alert to every new idea in selling and always open to suggestions. He never writes a cold-blooded letter to the ''boys''—he generally starts it ''Dear Jim: Rather a poor showing for you, old man, but I know you worked hard. See if you can double your business next week. How are you feeling?'' Put yourself in the place of the man getting that letter—you'd work mighty hard next week to have the letter read, ''That was a fine bunch of orders, Jim. I knew you'd make a clean-up.'' Now, wouldn't you? Sure; it's human nature. If some one tells you you can't do a thing, you try mighty hard to show them that you can.

After all, the closer you study a thing, the more you know about it. And the more you know, when applied in the right way, serves to increase business and educate others. Isn't that right?

S.

North Carolina Timber Situation

Seventy-six per cent of the total area of North Carolina is now covered with forests, and it is estimated that these forests have an average stand of 3,400 feet per acre, making a grand total of 10,750,000,000 feet of timber. It is a fact, however, that much of this timber is too small or too inaccessible to serve as merchantable stuff. There is an annual cut in the state of about 330,000,000 board feet, not including stock consumed locally. It is stated that the rate of depletion is far in excess of the accretion of volume in the woods, so it follows that one of two policies must be adopted: The cut must be reduced or the yield increased to meet the demand. The total cut of lumber in North Carolina in 1907 was 1,622,000,000 feet, and in 1909, 2,177,715,000 feet, North Carolina being in fourth place in point of production.

Only two or three counties in North Carolina have any considerable areas of virgin timber left, and most of this stock is controlled by large interests. There are about 11,000,000,000 feet of timber standing in trees, ten inches and over in diameter. Of the various species the total stand of chestnut was well in the lead, there being at present some 298,000,000 feet of chestnut timber, over ten inches in diameter, on the stump in North Carolina. Next in importance are red oak, white oak, poplar, hemlock, chestnut, maple and basswood in the order named.

The forests of western North Carolina are part of the great Appalachian hardwood region, in which it is estimated that uncared for hardwood forests are growing at the rate of twelve to fifteen cubic feet per acre per year. Forests of the Appalachian region differ from those of the central hardwood region, into which they gradually merge beyond the western border of North Carolina, and contain such species as chestnut, red oak, hemlock and white pine, which form a large proportion of the Appalachian forests. On the whole the Appalachian region is divided into spruce forests and hardwood forests, although hemlock grows in practically pure stands on some mountain slopes. The spruce forests are found only on the upper slopes of the higher mountains, rarely growing below 5,500 feet altitude. The largest areas of spruce occur in Swain, Jackson, Heywood, Yancey and Mitchell counties. The distribution of this type depends not only upon elevation but upon moisture conditions and protection.

The hardwood forests of North Carolina vary considerably according to soil, aspect and elevation. They can be readily divided into four distinct types, namely, plateau, chestnut, red oak and beech and maple.

The habitat of the plateau type is the valley of the French Broad river in Henderson, Buncomb and Madison counties, being below an average elevation of 2,500 feet. The type here is similar to that in the Piedmont section, adjoining the base of the mountains, and is composed principally of oak of various species, intermingled with short leaf pine, scrub pine and occasionally white pine. The prin-

cipal species of oak in order of abundance are scarlet, black, spanish, white and post oak. However, due to severe culling and forest fires the species have been almost depleted, hence the merchantable stands in the plateau type are short leaf pine.

The chestnut type is a type of forest growth familiar to everyone who has spent any time in the Appalachians. It is found practically everywhere between elevations of 2,500 and 4,000 feet, and in fact very often outside of these limits. Chestnut predominates, forming occasionally as high as seventy-five per cent of the stand. The character of the growth, however, is influenced vastly by topographical and soil conditions, hence the chestnut type can be divided into three sub-types: ridge, slope and cove.

As can be inferred from the name, the ridge type grows along ridges and also extends down southerly slopes, chestnut representing from twenty-five to fifty per cent of the stand, and chestnut oak being about as abundant. Intermingled with these are scarlet oak, black gum, short leaf and pitch pine. The height, growth and quality of the timber, however, in this sub-type are inferior to that of the slope and cove types, and in fact very little merchantable stock is taken from the ridge growth in comparison with the others.

The slope type comprises forests growing on northerly exposures from the eastern to the western slopes, and occasionally extending around to the southern slopes. Here the soil is usually moist and more fertile than on the ridges. The trees are of better quality and dimensions, hence more merchantable. Chestnut is the most important timber tree, forming thirty to fifty per cent of the stand. There grow with it red oak, white oak, linn, hickory, chestnut oak, buckeye, ash and occasionally yellow poplar, while in the upper elevations there is sometimes an intermixture of hemlock.

The best type of chestnut, as of other mountain growths, occurs in the coves, and in this environment the trees grow tall, straight and sound. Fires are less frequent in the coves, owing to moist condition, and it is here that the best quality of chestnut timber is found.

The red oak type represents the growth above the 4,000 feet contour, and occasionally extends up to the spruce region. Red oak is naturally the most important tree of this type. Owing to the altitude and its consequent exposure, the growth of the tree is more or less warped, and the production of merchantable stock is limited. Here are found chestnut, oak, sugar maple, buckeye and linn.

The last-named type comes in just below the lower line of demarkation of the spruce type. Here almost pure areas of beech or a mixture of beech and maple occur. The northern section of this type contains good commercial timber, and with it is intermingled buckeye, linn, chestnut, ash and hickory.

A recent bulletin on North Carolina timber industries reveals the fact that practically all the timber cut in western North Carolina is sawed or otherwise manufactured in that part of the state. There are three classes of sawmills in operation in the state—large stationary band mills, small portable circular mills, small stationary circular mills, and water power mills. There were only seven large stationary sawmills in operation during 1908 and 1909, only four of these running full time. This class of mill manufactured about sixteen per cent of the total cut of 1909 or an average of 5,000,000 feet per mill per year. It has been estimated that the holdings of five operators in western North Carolina aggregate more than 175,000 acres of forest land, containing a stand of 120,000,000 feet of timber.

This section of the country probably has more portable circular mills than any other part. More than seventy-eight per cent of the lumber sawed in western North Carolina is cut by means of small portable mills. In 1911 there were about three hundred such mills in sixteen counties, representing an average annual production of 350,000 feet of lumber per mill. These mills are either run as custom sawing plants or are owned and operated by the owner of the timber land. They constitute a large part of the industry in that section of the country. In some cases several of these mills are owned by one man, and on this basis he is insured a very fair return on his investment.

The water mills are scattered all over the country, but are mostly obsolete and passé as far as actual commercial use is concerned. In most instances they run only occasionally. Once in a while a water power mill of a considerable size will be found producing quantities of lumber for shipment, but water power is too uncertain to be depended on as the power for commercial enterprises of any size.

Whip-sawing is still practiced in a few counties, and in fact some of the best quality of poplar and linn squares shipped out are cut in this way. Some of this class of stock is cut twenty to fifty miles from the railroad. This industry, however, is of negligible importance.

The importance of chestnut wood as a source of production for tannic acid in this country was not realized until about ten years ago. At that time plants were established for the manufacture of tannic acid from chestnut in many places in the eastern states. Several factories were installed in western North Carolina, and at present four large plants are in operation at Andrews, Canton and Asheville. Practically all of the 94,500 cords of chestnut wood cut in this region in 1909 was consumed in these plants in addition to a plant at Old Fort. United States census reports establish the fact that North Carolina tanneries used in 1909 18,000,000 pounds of tannic extract made from chestnut wood. The effect of the industry upon the value of chestnut is reflected in the fact that the price of chestnut cord-wood delivered at the railroad has increased from $2 to $4, on an average, a cord. The bulk of this cut, however, is done by farmers on woodlots and does not represent a large outlay of capital and labor. One of the most favorable features of the production of tannic acid from chestnut wood is the fact that vast quantities of hyper-mature trees, which would otherwise be absolute waste, can be utilized at a profit in this way, and at the same time their removal will improve the general character of the forest.

The manufacture of pulp-wood has grown to considerable proportions in western North Carolina. Five woods are used principally for this industry. All of them are manufactured by chemical processes into the better quality of magazine paper. One cord of wood is generally estimated to produce 1,000 pounds of pulp. The Champion Fiber Company at Canton, N. C., is the only paper plant in that region. This concern consumes large quantities of chestnut for the manufacture of pulp, this wood representing fully half of the total consumption of cord-wood for this purpose. The tannic acid is first extracted from the wood by a patented process. Large quantities of spruce and balsam are cut for the same purpose on the immense tracts of forests which the Champion Fiber Company owns throughout that region.

About twenty per cent of the pulp-wood now consumed is known as poplar pulp-wood and includes poplar and linn, buckeye and cucumber. The stock is cut in the spring and summer, and the logs peeled. This type of pulp-wood makes a very good quality of paper, but owing to the merchantable value of these different species as timber, only the poorer stuff is taken from the woods for pulping. There is an increasing tendency to use the slashings and to cull out the defective trees that would not produce good lumber.

The state of North Carolina produces vast quantities of tan bark annually from hemlock and chestnut oak. This industry started about twenty years ago when several large tanneries were established in the western Piedmont region. In 1909 there were 20,088 cords of chestnut oak bark and 7,246 cords of hemlock bark cut in the state for this purpose. Of this 24,000 cords were consumed within the state. Chestnut oak bark is peeled in the spring, and after being peeled the bark is allowed to dry in the air. The common method in that section is to stack it against the trunk of the felled tree after peeling. The most disheartening feature of the enterprise is the great waste of comparatively valuable oak timber contingent upon the cutting of the chestnut oak trees. It is a common practice to leave them in the woods to rot after peeling. Besides chestnut oak, black and white oak is used in larger quantities.

North Carolina boasts of a multitude of small local industries consuming very considerable quantities of different kinds of hard-

woods. As an instance, the output of cross-ties in the state in 1909 was 142,600 of white oak and 12,500 of other species. All these ties are of high quality and are hewn out by the farmers and delivered on the railroad right of way. In 1909 there were 5,700,000 oak pins manufactured in the state, over 600,000 locust pins and 3,960,000 shingles. Poles are produced mostly from chestnut and represent a considerable industry.

The manufacture of locust insulator pins was formerly of considerable importance, but on account of the scarcity of supply the industry has dwindled to a small production. The introduction of the oak screw box to be used over iron pins has weakened the locust pin market. In addition, North Carolina factories turn out large numbers of hickory handles, porch columns and pumps. Other minor industries are the manufacture of bobbins, spools, rollers, shuttles, and also the manufacture of pipes from the mountain ivy. In these various industries are consumed poplar, linn, cucumber, sassafras, beech, birch and maple. The manufacture of bowls from poplar blocks is a small industry, but rather interesting. The blocks are made by cutting the logs into sections, as long as the diameter of the logs, and then splitting them in half. They are delivered at the mills in this form for from $10 to $15 a thousand feet. Certain sections of the state are famous for their furniture production.

The information contained in this article is derived from bulletin No. 23 recently issued by the North Carolina Geological and Economic Survey in co-operation with the United States Forest Service. The bulletin contains specific information about the various individual species of commercial importance in the state and can probably be secured by writing to that society. The bulletin was prepared by J. S. Holmes, forester of North Carolina.



Employers' Liability Laws



The increase in the number of state workmen's compensation and employers' liability laws, as well as the possibility of a federal statute on the subject, has entranced the interest of lumber manufacturers and dealers in the question. Employers' liability insurance is now becoming as great a necessity as fire insurance, and with the legal requirements as to compensation, which will probably be generally enforced in a few years, lumber interests are directly concerned in the methods of paying this increased tax upon business.

In this connection plans, which have been outlined for a change in the system of fixing rates for liability insurance, are of interest to the entire trade. Heretofore the method has been to fix the rate for a class or industry as a whole, and to charge the same rate against all the individual risks in that class. Thus, as a rule, a sawmill gets the same rate, whether located in Wausau or Memphis, and with the exception of a few isolated cases which do not affect the general system, every lumberman operating a yard must pay the same rate as every other yard man. The amount of the premium, of course, is based on the payroll, the rate being figured on each $1,000.

The defects of the system are obvious. In the first place, it is plain that the hazard involved in one plant is not and cannot be the same as that involved in another. Therefore to charge the same rate against it is either to collect too little or too much for the service. If too little is collected, some other employer in the same class pays the difference. If too much, the excess goes to pay for the deficiencies of someone located elsewhere. It is just the same as deciding that all wood-working plants should carry the same fire risk, and in fact the analogy is made stronger by reason of the possibility of regulating, reducing and almost eliminating the accident hazard just as the fire hazard can be reduced to the vanishing point with proper precautions.

Inasmuch as the companies writing employers' liability insurance do not want any more losses than they can prevent, they have been endeavoring to secure a general improvement in sawmills, lumberyards and other plants with the idea of reducing the number of accidents. In the case of a sawmill, planing-mill or other wood-working concern, it is conceded that a great reduction in the risk can be secured by the use of guards and other devices which will protect employes from the danger of accident. Saws should be guarded with the practical and efficient devices provided for them by the manufacturers; belting and shafting should be enclosed, and gears and cogs boxed. With these precautions, and with care taken to secure plenty of light for the plant, the number and seriousness of accidents can undoubtedly be reduced.

However, the underwriters have taken various methods of arriving at this result. Some of them have maintained inspection departments, which have examined various risks written by their agents, discovered the need for additional protection, and made recommendations along this line. In a large number of cases the recommendations have been adopted and conditions improved. On the other hand, other companies have taken whatever business is offered, writing it at the same rate as that given to the risks which have been improved either at the initiative of the owner or the suggestion of the company. It goes without saying that in the former the loss ratio is certain to be less than in the latter, where all risks are taken without examination, and where an inspection department makes no effort to secure corrections of defects.

Again, in some cases the installation of the needed protective devices costs a considerable amount of money. While every employer of labor realizes fully the desirability of having as few accidents as possible, from a standpoint of business as well as humanity, the fact that he is "covered" and will be protected from loss even if he should suffer an accident, undoubtedly has a retarding tendency as far as improvements are concerned. The niggardly or careless employer in this case "takes a chance," especially as this attitude is favored by some superintendents and workmen, who insist that the installation of guards makes it impossible to turn out as much or as good work as without them. This belief, however, is not generally shared.

Were the sawmill man to be informed that by installing the necessary guards he could secure a material reduction in his rate, just as in the case of fire insurance, where a considerable reduction always follows an improvement in the condition of the plant, it would become advisable for him to make the suggested changes, merely from the viewpoint of selfish interest. If a mill is protected by the installation of a sprinkler system, chemical extinguishers, watchman service or in any other way which makes the spread of a fire less likely, the rate automatically goes down. There is no reason why the same thing should not be true of liability insurance.

The companies writing this class of business have realized that their system was wrong, and have been considering plans to change it. They have finally decided to institute a schedule rating system, under which every individual risk will be rated and compared with the average or standard in its class. If conditions are good, the rate will be low; if they are bad, the rate will be high. This will mean that the operator with a plant which encourages accident will find it to his interest to improve it and make it difficult for men to be injured while in his employ. Even if it is necessary to spend a good deal of money to secure this result, the expenditure will be a good investment because of the lower premium which will be charged.

Besides actually enabling the companies to secure lower loss ratios, and the purchasers of liability insurance protection to get indemnity for less than it has cost them heretofore, the number of accidents will be greatly decreased. Thus the insurance companies and the employers will be jointly rendering the community a service of considerable magnitude, and will be adding to the sum total of human wealth and decreasing the sum total of human suffering. This is a consummation devoutly to be wished.

The institution of the plan will require much study of statistics and hazards. In the lumber business each machine used and each opera-

tion performed will be gone into and the proper methods of operation will be arrived at. In the lumber yard the cause of accidents will be analyzed, and the yard man, who piles his lumber carefully and in such a way as to minimize the risk, will be given a credit in his rate. The organization of a large field force to apply the schedule will also require some time, as well as much money. This force will be called upon to do not merely mechanical work in the application of the schedule, but to co-operate with employers in assisting them to bring their plants to the highest possible point of efficiency. The plant which has a clean record as to accidents is undoubtedly more efficient than one where accidents to men are numerous, since every accident requires a shift in the working staff, a break in the routine, and the lessening of the interest of men in their work.

One of the leading insurance journals, commenting upon plans for the new system, said in a recent editorial:

"The idea that some system of schedule rating will straighten out the perplexing situation in the liability and workmen's compensation business is a feasible one. If customers can be shown how a risk may be improved by installing certain safety devices and perfecting appliances for the proper protection of the workers, it certainly seems as if the policy-holder would make the changes. The plan has worked very successfully in fire insurance, and it seems hard to contemplate the time when such a system was not in existence. In a great many ways the liability business is similar to the fire business as regards the possibility of periodical inspections and the installation of protective devices. Why, then, should it not be possible for the liability companies to devise some safe and sane plan for giving the careful policy-holder the benefit of lower rates?"

It should be noted that the cost of making inspections, which will be an expensive item, will be paid by the policy-holders, since the premium receipts necessarily must pay the cost of handling the business. This is not a serious objection, however, and lumber manufacturers will probably be just as willing to see the larger part of their liability premiums go for inspections and similar work, just as they are willing that most of the money they pay for boiler insurance should go for this purpose and to remove the possibility of an explosion and the consequent necessity for paying a loss.

G. D. C., JR.



Panel Practice in Furniture Trade



The increasing use of veneered goods in the furniture trade, which has been accompanied by the purchase of tops and panels by manufacturers from factories specializing in the manufacture of material of this character, has been one of the interesting developments of the past decade. There seems to be no question as to the superiority of the built-up panels, and the results which can be secured in appearance, durability, etc., justify the widening use of laminated woods.

The manufacturer of panels usually has a pretty good argument, too, as to why the furniture manufacturer should purchase his stock from the outside, rather than equip a special department in his own plant. It is argued that if the furniture man can use his capital to better advantage by increasing the volume of his business than by making an additional investment in costly equipment and adding to his pay-roll, it would be more economical. The advantage of eliminating manufacturing worries, and letting the other fellow shoulder the somewhat bothersome problems of the glue-room has also been dwelt upon at great length.

There is no doubt a great deal of truth in the argument. In fact, the panel manufacturers seem to justify their existence, inasmuch as many of the leading furniture factories have come to rely upon them for practically all of their built-up stock. In this as in other questions, however, there is another side, and the manufacturer who is found with equipment for laying panels and doing other glue-room work is seldom at a loss to explain why he is pursuing that policy rather than the other.

There is a progressive furniture manufacturer in a middle western city who has a considerable interest in a well-equipped panel plant not many miles from his own factory. Nevertheless he is making his own glued-up stock, and this has occasionally caused those not informed as to the reasons for this action to wonder. Not long ago he explained why he does not order his goods from the company in which he is a stockholder, and thus help both sides of the proposition.

"I am willing to admit," he said, "that if I could eliminate my investment in panel-making facilities and could use that capital investment for increasing my output and enlarging my volume of business it would be wise to do so. But one of the reasons why I have not is that I am compelled to do some glue-room work. I can't get panel men to make curved drawer-fronts for me; they won't take kindly to an order for bed-stead material involving the use of curved panels. I am not blaming them for this, since the work requires the use of cauls and other equipment made especially for the purpose, and, unless I were to agree to buy all my stock of that character from the panel man, he might not find it advantageous to make up the cauls and otherwise prepare for my work. But that, at all events, is the situation.

"That means that I must have a glue-room. I must have glue convertors or pots, spreaders and presses and expert employes to do the work. I have to pay the men who handle this kind of work a lot more than those whom I can employ to make straight flat panels, which are the simplest kind of manufacture. Therefore, inasmuch as I have one foot in the panel-making business, so to speak, why should I not put the other in also? I have the equipment and the organization, and all that is necessary is for me to get a few additional men and lay the rest of my panels as well as those involving curved fronts.

"There is another feature which must be considered, also. Sometimes I want only a few panels of a certain character. I may want to put out a small quantity of a new number, with the idea of finding out whether the trade wants to handle that style or not. Suppose I send that order to my friends in the panel business. Will it get prompt attention, and will I have my panels back in a week or two? Maybe so; also, maybe not. The chances are that the panel man may not want to make up such a small order, so he waits for some other work of the same dimensions to come in, and then puts it all through the presses at the same time. It's economical, from his standpoint, but it's rough on the furniture man.

"Again, my order may be behind a lot of others, so that I have to wait for four or five or six weeks to get the goods. But if I happen to be up against the proposition of having the furniture in the hands of the trade in that time, it's not a question of figuring out whether I can save a few dollars by placing the order outside; it's up to me to make the goods, and I simply can't afford to wait.

"I have had this experience, too: I have been served by a panel manufacturer, who turns in a lot of fine goods. Either because of a defect at that end of the business or because the panels were not properly finished, a few of them, say a dozen, cannot be used. If I return them to the panel man and ask for a hurry-up job in getting them back to me, I will be shown that the expense of putting those few panels through the plant will be much larger than if a full order were to be given. If I want them right away I will have to pay more than the regular price. Or I may not be told anything of this, but the panel man nevertheless waits until he can put those dozen panels through without having to handle the job separately. All that time, of course, I am twiddling my thumbs and wondering when I am going to get the stock.

"It's a big question, and I don't pretend to have discovered the solution. For my own purposes, and in connection with my individual business, I have found it best to lay my own panels. If anybody can show me a better way, in view of the points I have just made, I shall be open to conviction on this score."

It may be of interest to note in this connection that the manufacturer referred to buys his veneers cut to dimension, matched and taped. In other words, he does nothing except the absolute gluing. He does not attempt to take the veneers from the mill, cut them to the sizes wanted, match them up, joint and tape them and get them ready for the glue-room; but he buys the material ready to lay, so that he has the advantage of the facilities of the panel manufacturer as far as this preliminary work is done, without the worries incidental to waiting on the latter to put the stock through and get it to his factory. This plan certainly has advantages, and while it would be going too far to say that it is the ideal way, the man who is using it is undoubtedly getting good results.

If the panel men really believe that their proposition is best from the standpoint of the furniture manufacturer, would it not be worth while for them to assume the admittedly more difficult and delicate work of laying curved drawer-fronts and similar built-up stock? If this were done they would remove the necessity now upon the furniture man of operating his own glue-room. But is it logical to urge the furniture manufacturer to throw away his glue pot and discharge his panel force in favor of using the equipment of the panel expert, if the latter intends to do only the easier and simpler part of the work?

The latter may reply, as suggested by the furniture man whose remarks were quoted above, that he could not afford, in order to handle one job of the kind indicated, to manufacture cauls and cut his veneers for use in this work, for if he failed to get a repeat order he would have lost on the order, unless he had charged a prohibitively high price for it. At the same time, if he does not assume this part of the work, he forces the furniture man to stay in the glued-up panel business, and can not with logic use the argument that it is cheaper to buy one's panels on the outside.

As many furniture manufacturers, who have been using solid material exclusively in their goods, are beginning to use some veneered work in their product, the question of manufacturing their own built-up panels or buying them from other sources is bound to be a problem that must be solved sooner or later. The foregoing does not pretend to offer a final solution of the question; but it suggests that some have taken a middle road out of the difficulties that sometimes beset the furniture producer. If he does not find it profitable to buy his panels ready to use, then he may take advantage of the facilities of others to joint, match and tape veneers so that when he gets them they are ready to lay; simplifying his problems if he cannot altogether eliminate them.—G. D. C., Jr.

Editor's Comment

The foregoing thesis and analysis of the logical practice in either the purchase or home-factory production of panels contributed by a student of the trade has been submitted to several leading veneer and panel manufacturing houses for comment.

One manufacturer says: "I have read this article very carefully and wish to say that Mr. Furniture Man who wrote this article has put out some pretty strong lines, and lines that it is pretty hard for a panel manufacturer or anyone else to break down under present conditions. I don't know that any panel manufacturer has any rebuttal to put in against the arguments used, with the exception that we do claim there are panel plants in the country that are in position to build anything the furniture man is in position to build. However, the writer's deductions are faulty in the belief that any furniture man can produce panels as cheap or cheaper than can be done in a specialized panel manufacturing plant."

Another prominent veneer manufacturer says: "Some time ago we came to the conclusion that it was a waste of time to discuss the question of cost with the manufacturer making his own built-up stock, but there is one point brought out by your contributor in which the party giving the information is entirely wrong. There are a number of manufacturers of built-up veneers, ourselves among them, who make a specialty of bent stock and are prepared to furnish anything in the line of built-up veneers. The principal trouble with the stock manufactured by ourselves and other veneer men who make up bent goods is that we do not make cheap goods, and when our prices are compared with cheaper goods we get very little consideration. As a rule quality is not considered by the buyer of built-up veneers; it is usually a question of price. The man who builds up his own stock often uses goods that he would not accept if he bought them from a panel manufacturer.

"There are some exceptions, notably manufacturers of high-grade furniture who are often compelled to build up their own veneers, owing to the small quantities of the different shapes they use and the limited time they have to get out the goods. Such people are almost compelled to make their own stock, but in this case it is not so much a question of price as to get what they want and when they want it.

"We find our best customers for panels are those who have attempted to make their own goods and have kept a close cost-account on them, but to try to convince a man, who knows absolutely nothing about the cost of production, that his panels are costing him more than he can buy the same grade of stock for from the manufacturer making a specialty of veneers is a waste of time."

The facts presented in this article and the observations of the two panel manufacturers quoted are worthy of consideration, but scarcely will result in a settling of the question of advantage between the furniture man producing his own panels and buying them of a specialist. It would seem that for some orders in special forms and quick work, the furniture man is almost obliged to maintain a small panel plant in his factory and produce his own panels, but undeniably on regular work or orders of any considerable size, there is a manifest economy in purchasing his panels, both plain and bent, from a first-class house specializing in this line of work.

Wealth of Nations

At present Great Britain, Germany, and France hold more than 330 milliard francs (franc equals 19.3 cents; hence this sum equals $63,690,000,000) of paper securities out of the 570 to 600 milliards ($110,010,000,000 to $115,800,000,000) which belong to the various nations inhabiting the various countries of the globe. These 330 milliards taken at 4 per cent bring them in a minimum interest of 13,200,000,000 francs ($2,509,000,000). On their markets more than 600 milliards are negotiable of the 815 milliards of the negotiable securities quoted in the different markets of the world.

The following table shows the holdings of the stock exchange securities held by the peoples of the leading countries of the world, at the end of 1910:

United Kingdom	$27,020,000,000	to	$27,406,000,000
United States	25,090,000,000	to	25,476,000,000
France	20,458,000,000	to	21,230,000,000
Germany	17,370,000,000	to	18,335,000,000
Russia	5,597,000,000	to	5,983,000,000
Austria-Hungary	4,439,000,000	to	4,632,000,000
Italy	2,509,000,000	to	2,702,000,000
Japan	1,737,000,000	to	2,316,000,000
Other countries	6,755,000,000	to	7,720,000,000
Total	$110,975,000,000	to	115,800,000,000

Taking the highest figures, the wealth of the world expressed in stock exchange securities alone would thus amount to the huge figure of $115,800,000,000, in which the share of the United States would be $25,476,000,000.

The Archiv für Eisenbahnwesen has latest reliable statistics concerning the development of the railway systems of the world. This German statistical organ sets down the lengths of railway line as follows in kilometers (kilometer equals 0.62 mile) for the end of the year 1909: Europe, 329,691; America, 513,824; Asia, 99,436; Africa, 33,481; Australia, 30,316; total, 1,006,748 kilometers. The average cost of construction per kilometer of line it sets down as $76,718 for Europe and $41,785 in other parts of the world. On this basis the European railways at the end of 1909 would have cost $25,293,000,000—a little less than the assigned value of American-held paper securities—while the railways in the other parts of the world would have cost $28,291,000,000—a little more. Together, the cost price of all the railway lines in the world at the end of 1909 would thus work out at $53,551,000,000.

Lumber at Home and Abroad

The Daily Consular Report of May 18 contains some interesting information about both the American timber and lumber industry and lumber conditions in foreign sections of the world, made up of information quoted by various United States consuls.

A preliminary statement of the general results of the thirteenth census of establishments engaged in the manufacture of lumber and timber products shows an increase in all items as compared with the figures of the census report of 1904. The number of establishments increased 62 per cent; capital invested, 60 per cent; gross value of products, 31 per cent; cost of materials, 41 per cent; value added by manufacture, 24 per cent; average number of wage earners employed during the year, 30 per cent; amount paid for wages, 30 per cent; number of salaried officials and clerks, 37 per cent; amount paid in salaries, 49 per cent; miscellaneous expenses, 21 per cent; primary horsepower, 51 per cent; salaries and wages, 32 per cent.

In detail the number of establishments covered under the general heading "engaged in the manufacture of lumber and timber products" shows 40,671 establishments with a capital of $1,176,675,000; the cost of raw material, $508,118,000; the value of products, $1,156,129,000.

The document recites as follows:

AMERICAN VENEER INDUSTRY

The reported total quantity of timber of all species consumed during 1910 as veneer material was 477,479 thousand feet, log scale, which was an increase of 9.5 per cent over 1909, 24.8 per cent over 1908, and 37 per cent over 1907. The development of the industry of veneer manufacture has been rapid. In fact, since 1905, when statistics concerning this subject were first separately collected by the Bureau of the Census, no branch of manufacture which utilizes logs or bolts as raw material has made such substantial progress, the total quantity of timber used in 1910 being 163.6 per cent larger than in 1905.

Expansion in the industry during recent years has been due in large part to the development of a distinctly different class of uses of veneers from those for which this stock was originally made. For many years veneers were cut exclusively from the cabinet woods, chiefly imported, and used as a covering for cheaper woods. In fact, the common use of the word "veneer" includes only material thus used as a covering for some other material. In the trade, however, the term is applied to woods cut very thin and not intended for covering, and it is such "veneers" that are increasing most rapidly. In 1910 more than forty species of timber, mostly domestic, were used as veneer material, and the major part of the output was consumed in the manufacture of baskets, packing boxes, berry crates, barrels, furniture, laminated lumber, etc.

Red gum was drawn upon as veneer material in 1910 to a greater extent than any other species, contributing about one-third of the total quantity consumed in the industry during that year. Yellow pine and maple followed in the order named and contributed 8.4 per cent and 8.3 per cent of the total consumption, respectively. Eight other kinds of wood, all of domestic growth, contributed more than 10,000,000 feet each to the total, and ranked in the following order: Yellow poplar, cottonwood, white oak, birch, tupelo, elm, basswood, and beech. Of the high-priced imported woods, mahogany was used in largest quantity, followed by Spanish cedar, Circassian walnut, and English oak, in the order named, with relatively unimportant quantities of other species.

Official statistics show that American imports of wood of all kinds and manufactures thereof were valued in the last three calendar years as follows: 1909, $50,295,509; 1910, $54,489,711; 1911, $51,843,283; while the exports for the corresponding twelve months were worth $72,313,280, $85,789,035, and $95,980,868.

GREECE

The consul at Patras, Greece, says that his consular district furnishes little domestic lumber of merchantable grade. The only domestic sources are a few forests of valonia oak, the lumber from which is too full of knots and gnarls to be worked successfully, and some areas of mountain pine of an inferior quality. In consequence, practically all the lumber consumed in this market has to be imported.

The chief uses of lumber are for beams and girders of buildings, no frame buildings being erected, for currant boxes, and for the hand-manufacture of furniture. The principal kinds of wood imported are fir, white and yellow pine, beech, oak and walnut. The countries of origin of these imports are Austria, Sweden, Turkey and the United States. However, the total imports of woods from all countries are small.

The customs duty on woods in Greece ranges from forty cents to nearly six dollars per cubic meter. The total imports at the port of Patras during 1911 were 12,577 cubic meters, which represents rather more than half of the lumber imported directly into that consular district during the year. The lumber trade is reported to be increasing steadily and growing, and the consulate has had several inquiries during the past year with regard to American pine and oak.

SIAM

Siam has very extensive forests, but at present teak is the chief wood taken out of them. The exports of this wood for the last fiscal year amounted to more than 89,000 tons, valued at nearly three million dollars, against 76,000 tons exported the previous year. A large portion of the teak shipments are made in log form, although a limited quantity of lumber and shingles is also produced and exported.

The distribution of teak to foreign countries for last year was as follows:

Countries	Tons	Value
United States	90.00	$ 4,773
United Kingdom	11,590.66	652,596
Singapore	1,873.75	67,147
Hongkong	9,404.74	212,269
France	3,694.67	210,027
Germany	1,183.86	58,301
Japan	2,853.92	101,059
Denmark	805.56	44,152
Austria-Hungary	860.16	44,324
Ceylon	6,880.93	156,176
Belgium	100.19	4,357
Italy	1,772.52	79,811
South Africa	150.36	8,218
Dutch possessions	100.00	2,590
Cochin China	241.56	11,259
India	42,487.15	911,098
China	1,873.42	53,542
All other countries	3,201.72	199,215
Total	89,165.17	$2,820,914

It will be noted that the United States is a comparatively small buyer of this wood. It is used almost exclusively for ship-building purposes. While teak is the most important product of Siam's forest, and the teak regions are mainly confined to northern Siam, lower Siam and the Malay peninsula contain many valuable forests of wood other than teak. Among these are rosewood, which in considerable quantities is shipped to Hongkong, Singapore and the United Kingdom; boxwood, which is valued in Japan for carving; agilla and sapanwood, which are also shipped to Hongkong and Singapore.

Foreign firms have lately obtained concessions to work timber areas in lower Siam, and the products of these forests are now beginning to supply the local needs for cheap wood, which is yearly purchased from Singapore in considerable quantities.

The exports of wood from Siam during 1911 other than teak were valued at $213,217.

GERMANY

The consul at Breslau reports that certain foreign woods are in constant demand in Silesia because they do not grow in Germany, and for the specific purposes of the manufacturing interests cannot be replaced by domestic woods. These woods are hickory, rosewood, mahogany, cedar, lignum-vitae, teakwood, ebony, American walnut, poplar, oak, ash and pine. He notes that hickory is indispensable in the carriage factories, especially for wheels that must be very elastic and able to stand heavy strains. There is no domestic wood for wheelwrighting comparable to hickory in strength and elasticity. The prices obtained are limited by the price of the finished wheels that come from America, but the inland waterways enable local industries to get their wood cheap enough to meet this competition.

Walnut is also used in large quantities by the furniture and carriage factories. Oak furniture is made almost exclusively of American wood, since German oak is hard to obtain for this purpose. Walnut and oak are also bought for the piano factories of the Liegnitz district. Poplar is used as a blind veneer. German poplar does not make a satisfactory substitute. Cedar for lead pencils and cigar boxes is hard to get from America. Veneers are made of rosewood, mahogany, American or Circassian walnut, poplar, etc.

AZORES

The United States consul of St. Michaels says that the lumber

trade conditions in the Azores are peculiar. The islands are small and at best only a limited business can be done. As to lumber or timber, all of which is from the United States, the islands are supplied principally from cargoes of wrecked and damaged vessels. At least for the past four years this condition has prevailed. During the first two weeks of January more than 150,000 feet of timber were discharged from a large steamer that encountered hurricane weather on its way from Mississippi to Europe, and put into St. Michaels dismasted and with part of the deck load gone. To effect temporary repairs and permit the vessel to proceed, the deck load was discharged and was sold at the low price of two cents a foot.

CAPE OF GOOD HOPE

The consul at Port Elizabeth, Cape of Good Hope, says that considerable quantities of timber are imported at Port Elizabeth for the diamond mines in the Kimberly district and the gold mines on the Rand, chiefly for use in underground tunnels and shafts. Some years ago this trade was largely in the hands of American exporters, but now owing to higher prices of the American product, Baltic deals from Norway and Sweden are used more extensively than American timber. Canadian deals are also used to a considerable extent, both for building construction and in the mines.

Baltic deals are used largely for roofs and floor timbers in building construction. Canadian deals are as cheap, but are handicapped by being obtainable only in twelve, fourteen and sixteen foot lengths. Baltic deals are delivered in full cargo lots, while most of the American and Canadian lumber is shipped in comparatively small quantities.

Baltic flooring and ceiling are also imported. A few cargo shipments of Oregon pine, with occasionally a little redwood, comes from the Pacific coast by sailing vessels, but this trade is much less important than it was a few years ago. Nearly all houses of any importance are built of brick and faced with cement, requiring the use of only a minimum amount of wood. More attention has recently been given to local woods, with the result that some of those previously considered of little value are now found to be available for wagon and furniture construction. However, there is little serviceable forest growth in the district. The establishment of a depot at one of the principal South African seaports should prove a decided aid in increasing the sale of American timber.

Such American woods as are employed are used for the following purposes: White pine for flooring, shelving, interior finish for dwellings, furniture, cabinet-making; hickory for wagon wheels and implement handles; southern pine for flooring, bed-spring frames and indoor finishing; oak and ash for furniture and indoor finishing.

AUSTRALIA

A Sydney consular report is quoted for the information that the export of timber from Queensland is not very large, though it is gradually and steadily increasing. During the last year there has been a great activity in all timber producing sections and heavy supplies have been made to the local merchants and building contractors. While there are still importations from every section of Australia and occasionally from the United States, the source of timber in the state is so vast and varied that in the ordinary development of the timber industry these importations must cease, and Queensland become a large exporter.

It is estimated there are 40,000,000 acres of forest as yet uninspected and unreserved, which some time will be thrown open to the lumberman's activities. In many parts of the state large areas of pine, ironwood, gray elm, silky oak, and other valuable timbers may be found, which will be reached as the railroads are extended and the advance of trade and enterprise makes it advantageous to handle them. There are now reserved between 3,000,000 and 4,000.000 acres, and the operations of the timber merchants cover a considerable area, but this is small in comparison with the extent of forest lands. The annual output is now not far short of 1,500,000,000 superficial feet, valued at about $3,650,000.

The Mail Bag

B 257—Wants Three-ply Basswood Veneers

New York, May 20.—Editor HARDWOOD RECORD: We are sending you a sample of one-half inch, three-ply basswood veneers, which we buy in considerable quantities.

——— COMPANY.

The above letter is from a New York specialty manufacturing house, and any of HARDWOOD RECORD'S clients who would like to figure on the company's requirements, can have the address on application by referring to B 257.—EDITOR.

B 258—In the Market for Lumber

Detroit, Mich., May 20.—Editor HARDWOOD RECORD: We are in the market for white pine, cypress, Norway pine and hemlock and would appreciate it if you would send us a copy of your current issue. We want to get in touch with some of the lumber manufacturers.

——— MOTOR CAR COMPANY.

The above letter is from a leading motor car company, and anyone interested in its requirements can have the address on application by referring to B 258.—EDITOR.

B 259—Seeks Veneered Rolls for Furniture

Baltimore, Md., May 18.—Editor HARDWOOD RECORD: We are in the market for veneered rolls for furniture and would like to have you put us in communication with manufacturers of this material.

——— FURNITURE COMPANY.

The above inquirer has been referred to several manufacturers of veneer rolls for furniture, and any others who desire to communicate with the writer can have the address on application, by referring to B 259.—EDITOR.

B 260—Relative Strength of Redwood and Cypress

New York, N. Y., May 14.—Editor HARDWOOD RECORD: As you are known as an authority on woods, and as I have not the actual facts at my command, I wish you would write me as to the comparative tensile strength of redwood and cypress. I have always thought the strength of cypress was greater than redwood, but I have recently heard a contention made to the reverse.

——— LUMBER COMPANY.

The writer of the above letter has been advised that the relative strength, both tensile and otherwise, of redwood and cypress is very nearly alike as will be noted by referring to pages 41 and 47 of Forest Service Bulletin No. 95, which was forwarded under separate cover. He was advised that the breaking strength of cypress, according to this report, was 7,900 pounds per square inch on pieces 4x4—60", with 12 per cent of moisture, while redwood shows a breaking strength on 2x2"—30" at moisture of 15.7 per cent, 8,000 pounds. These tests are fairly equivalent.

The inquirer was also sent a copy of Forest Service circular No. 189 covering the "Strength Values for Structural Timbers," but this circular does not include cypress, the author apparently not regarding it as a structural timber.—EDITOR.

B 261—Seeks Thin Wood Wall Covering

Utica, N. Y., May 20. Editor HARDWOOD RECORD: We are looking for something similar to compo-board or some concern who manufactures this material besides the Northwestern Compo Board Company of Minneapolis, Minn. This is about one-quarter of an inch in thickness and is used for wall boards. We do not want paper or fibre but wood similar to the compo board manufactured by the above concern.

If you know of any of these concerns, kindly advise and oblige. ———.

The writer of the above letter has been advised that HARDWOOD RECORD is not acquainted with any similar product to compo-board. However, anyone who knows of a product to meet the requirements of the writer, is requested to communicate the facts to this office and refer to B 261.—EDITOR.

B 262—Work of the Inspection Bureau National Hardwood Lumber Association

The following regular monthly letter by the president and secretary-treasurer of the National Hardwood Lumber Association to membership is self-explanatory, and exhibits the increasing volume of inspection business being done by the organization:

Chicago, Ill., May 15, 1912.

To the Membership:

The enclosed statement of official inspections made by our bureau during the month of April furnishes additional evidence of the increasing demand for the service which it affords the hardwood lumber industry of this country.

In spite of the most unfavorable conditions in the South, caused by the terrible floods which prohibited the movement of any lumber in many localities, our men inspected 11,213,270 feet during the month, which is an increase over the amount for March of 2,167,887 feet.

and which also exceeds that for April, 1911, by 1,158,700 feet.

The work of the inspection bureau cost our association $23.95 in excess of what it earned during the month.

We have received nine applications for membership since our statement of last month was issued, which makes a total of 163 since our last annual meeting.

This is the last statement that will be issued before our annual meeting, and your retiring president desires to take advantage of this opportunity to thank all members, especially those who will not be able to attend that meeting, for the loyal support and encouragement that they have given him throughout his administration. That you will accord to his successor the same charity in criticizing his efforts, and the same kindly support at times when circumstances make the task unpleasant and discouraging, is his sincere wish.

F. F. FISH, Sec.-Treas. F. A. DIGGINS, Pres.

B 263—Seeks Information about Red Birch

Rochester, N. Y., May 11.—Editor HARDWOOD RECORD: I am seeking information concerning red birch. I want to get about all there is to know. I would like to be directed to books, bulletins, pamphlets, etc., for scientific and technical information with regard to its growth, its uses and the by-products derived therefrom.

——— COMPANY.

The writer of the above letter has been supplied with detailed information covering red birch's botany, range of growth, physical qualities and a general review of its uses, etc., etc.—EDITOR.

B 264—Wants List of Veneer Producers

New York, N. Y., May 2.—Editor HARDWOOD RECORD: Would you kindly give us a list of manufacturers of veneers in this country making oak, gum and poplar veneer, and state whether they manufacture rotary-cut, knife-cut or sawed stock?

——— COMPANY.

The writer of the above letter has been advised on what terms HARDWOOD RECORD will release its complete list of veneer producers.—EDITOR.

B 265—Seeks Wood for Excelsior Production

Butler, N. J., May 7.—Editor HARDWOOD RECORD: In the manufacture of excelsior we use the following woods, in lengths in multiples of 1′ 6″: poplar, basswood, whitewood, willow and white cedar. It occurred to us that we might possibly find a market for the purchase of these woods through manufacturers of other products who might have a certain amount for which they have no market,—for example, veneer manufacturers. We shall appreciate anything that you can do for us in the way of information along this line or in putting us in touch with users of the above woods, who may have them for sale as a by-product or in any other form.

——— COMPANY.

The foregoing letter is from a leading excelsior manufacturing company, and anyone interested in the inquiry can have the address on application by referring to B 265.—EDITOR.

B 267—Seeks Tupelo Gum

Cincinnati, O., May 21—Editor HARDWOOD RECORD: We have a requisition from abroad for white gum, and presume that black gum or tupelo is referred to. Will be obliged if you would give us the names of manufacturers of this wood, more particularly perhaps those adjacent to the eastern seaboard. The lumber asked for is in thicknesses of ½″, ⅝″, ¾″, 1″, 1¼″ and 1½″.

——— & COMPANY.

The inquirer has been supplied with a list of several tupelo gum producers, and any others interested can have the address on request by referring to B 267.—EDITOR.

B 268—Wants Ash Boat Oar Stock

Cincinnati, O., May 21—Editor HARDWOOD RECORD: We would like to secure addresses of concerns who are prepared to supply ash boat oar stock in lengths of 8, 9, 10, 11, 12, 13, 14, 15 and 16 feet.

———.

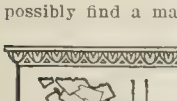
Anyone familiar with this line of production, who is interested in the inquiry, can have the address on application by referring to B 268.—EDITOR.

B 269—Seeks Source of Supply for Mahogany and Oak Veneered Panels

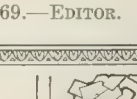
New York, May 20.—Editor HARDWOOD RECORD: We use a large quantity of 3/16″ three-ply and ⅝″ five-ply mahogany and quartered oak veneer panels. Would be pleased to have you favor us with a list of concerns manufacturing this class of material.

——— COMPANY.

The above inquiry is from a leading manufacturer of music cabinets and tables, and it has been supplied with a list of manufacturers of this class of material, and any other client of HARDWOOD RECORD interested in the inquiry can have the address on application by referring to B 269.—EDITOR.



News Miscellany



Record Cargo of Mahogany

The New Orleans Item of May 18 recites that the Otis Manufacturing Company's steamer Burbobank has arrived at quarantine at New Orleans, and in a few days will be discharging its cargo at the company's plant. The cargo contains 40,000 tons of mahogany, according to the published story, representing a value of between $75,000 and $100,000. The report must be in error, because the value quoted is altogether too low for this quantity of wood. It is further stated that it is the largest cargo of mahogany ever received in New Orleans, and not only breaks local records, but goes to disprove the claim of New York that all big shipments of mahogany are received there.

The cargo originated at Fronzera and Laguna, Mexico, from which points the Otis Manufacturing Company has received many shipments in smaller quantities in the past. This shipment will do much to relieve the company's shortage of stock, because it advised only a few days ago that it is oversold to a considerable extent. Buyers of mahogany will be much pleased to know that this important manufacturing concern will very soon be able to accept all orders offered it for mahogany, of which it is such a prominent producer.

New Office National Lumber Manufacturers' Association

Leonard Bronson, manager of the National Lumber Manufacturers' Association, announces that in accordance with the decision of the board of governors, the association has selected offices for the manager of the association at 1221 to 1223 Chicago Stock Exchange building, corner La Salle and Washington streets. All lumbermen visiting the city will not only be welcome at the manager's office, but it is the desire of the board and officers of the association that all lumbermen make these offices their headquarters while visiting in the city, and also make any suggestions they care to regarding association work.

It is anticipated the office will secure information and statistics covering matters affecting the lumber industry, which will be available at all times for the use of members.

Annual Southern Cypress Manufacturers

The annual meeting of the Southern Cypress Manufacturers' Association was held in the banquet hall of the Grunewald hotel, New Orleans, on May 15. In the absence of President Frederick Wilbert, who was unable to be present on account of flood conditions at his Plaquemine mill, Gus Drews was elected chairman of the meeting.

After the convention was called to order a motion to have the minutes of the previous meeting dispensed with was made and carried.

Treasurer E. G. Swartz reported receipts during the past year of $39,932.41, and expenditures of $35,219.23, leaving a balance on hand May 1 of $712.48. In addition to this he reported a balance as of May 1 in the Hibernia Bank & Trust Company of $400.

The advertising committee through Mr. Swartz, chairman, then outlined the work which had been done during the past year, and advocated a further extension of the advertising program for the year to come. Inasmuch as such an extension would require additional funds, it was decided to increase the subscription made by members, based on output, and also to empower the president to appoint a committee to visit mills not contributing to the campaign at present, and secure their co-operation.

R. H. Downman of the insurance committee reported that the plan of one of the inter-insurance companies of underwriting of risks with Lloyds of London had proved successful, and was resulting in a reduction of rates to a number of cypress companies which had tried the new plan.

The report of the transportation committee showed that, so far as freight claims are concerned, the traffic department had pending May 1, 1911, $37,236.93. During the past year claims were filed aggregating $40,188.63. The collections during the year ending April 30, 1912, amounted to $38,614.68. There were declined or compromised $10,919.95, leaving $27,890.93 pending May 1, 1912. During the past year there were filed 4,170 claims, of which 3,340 have been adjusted. Of the old claims on hand prior to a year ago, 1,799 have been adjusted. This shows that the traffic department has reduced its outstanding claim account by $10,000 during the past year. A large number of very old claims to which the association fell heir have been wiped out, which accounts for the rather large amount carried in the declined column.

The committee on grades and inspections recommended a change in the rules requiring a specified size for heads of pickets. The committee was authorized to act on this question as well as on the request of the Hardwood Manufacturers' Association of the United States that the cypress association do all the inspection work on cypress handled by the Hardwood association.

Mr. Hewes of the cut-over lands committee recommended that the association pass a resolution recommending the passage of the Newlands bill providing for the prevention of the overflow of lowlands in the South. The committee was authorized to draw up such a resolution and forward it to the southern members of Congress.

A committee was appointed to draw up resolutions on the death of E. A. Hansen and to forward them to the relatives of Mr. Hansen.

The nominating committee recommended the re-election of all the old officers with the exception of L. W. Gilbert, E. C. Glenn of Arabi, La.,

to succeed L. H. Price and George R. Nicholson. The officers for the present year are as follows:

President, Frederick Wilbert, Plaquemine, La.
First Vice-President, S. M. Bloss, Garyville, La.
Second Vice-President, R. H. Knox, Savannah, Ga.
Treasurer, E. G. Swartz, Burton, La.
Directors, R. H. Downman, F. B. Williams, J. A. Bruce, J. M. Cummings, J. F. Wigginton, John Diebert, E. B. Wright, H. M. Cotten, R. M. Carrier, E. B. Schwing, J. A. Barnett, L. W. Gilbert and E. C. Glenn.

Bolling Arthur Johnson of Chicago was then called upon and told of the work done in favor of the Forest Products Exposition. Following, A. T. Gerrans offered a resolution endorsing the work.

Immediately after the close of the session, a meeting of the board of directors was held at which George E. Watson was re-elected secretary.

Hoo-Hoo Annual

The twenty-first annual convention of the Concatenated Order of Hoo-Hoo will be held this year at Asheville, N. C., and the meeting will probably take place July 18 to 20 inclusive, though the exact date has not yet been decided upon by the supreme nine of the order.

The supreme nine by a close vote decided upon Asheville. Ottawa Beach, Mich., was a near second.

This year marks the first departure of the order from the time honored custom of holding the annual meeting on the ninth day of the ninth month. This change in the constitution of Hoo-Hoo was made at the last annual meeting, held on the "City of Cleveland" in the cruise of the great lakes, and was made upon recommendations of both the snark of the universe and the supreme representative. September 9 falls at the close of the usual summer vacations, at the beginning of the busy days of fall trade and at the time when members of the order feel the necessity of being at home to start their children to school. It was recognized that many more members of the order would be given the desired opportunity to attend the annual, so the convention decided to leave the question of the time and place of the meeting to the supreme nine, only specifying the annual should take place in June or July of each year.

The officers elected at the annual meeting last September, together with the present vicegerents, will hold office until the end of the Hoo-Hoo year, September 9. On that day, to perpetuate the traditions of Hoo-Hoo, the newly elected supreme nine and the members of the house of ancients will hold a business meeting in the office of the supreme scrivenoter. Between the annual meeting and the meeting in September new vicegerents will be selected and plans for the coming year perfected, so the work of the order will move with more dispatch than in the past, when there was of necessity a delay in getting the new vicegerents appointed and their plans well under way.

Asheville is an ideal convention city. Crowning the summit of the Alleghany mountains, it is famed the country over as a summer resort, and from the hotel verandas the panorama of the Blue Ridge is a constant pleasure, bathed as it is in its flood of light and color, changing as the hours of the day glide by. The number of tourists to the "land of the sky" have built up a chain of big hotels at Asheville, located so that the beauty of the mountains may be constantly enjoyed by their guests. Over the mountains run the finest of North Carolina's automobile roads, and only a few miles away is Biltmore, the estate of George W. Vanderbilt, comprising about 10,000 acres, said to be the finest private home in the world. On this estate is developed to the highest point every feature of farm production, and here, too, the practice of practical forestry has progressed to such extent that it has been for years a field of study for forestry students. Many are the opportunities for unusual entertainment.

Meeting Memphis Lumbermen's Club

The river and rail committee of the Lumbermen's Club of Memphis is continuing negotiations with the Memphis Manufacturers' Association and the Memphis Freight Bureau for the purpose of working out a basis on which all of these organizations may form a traffic bureau to look after the interests of shippers of lumber, manufactured products and miscellaneous freight. The committee reported at the meeting of the club on May 11, that it had been agreed that the Memphis Freight Bureau should be changed to the Memphis Traffic Bureau; that the lumbermen should pay $5,000 a year for three years; that the Memphis Manufacturers' Association should pay a similar amount covering the same number of years, and that the Memphis Freight Bureau should turn over to the Memphis Traffic Bureau all of the papers, records, furniture and subscription lists. The committee asked for instructions from the club and particularly for power to continue the negotiations. This was given but in somewhat modified form through the following motion:

That the river and rail committee, representing the Lumbermen's Club of Memphis, be empowered to continue negotiations with the Memphis Freight Bureau and the Memphis Manufacturers' Association, with power to close, provided that the subscription of $5,000, the amount required from the lumbermen, is guaranteed by individual lumbermen, lumber firms or lumber corporations, provided that the Memphis Freight Bureau guarantees $5,000 a year for three years, and provided also that the lumbermen have representation on the board of directors of the Memphis Traffic Bureau in proportion to the amount contributed by them.

A committee of five, consisting of James E. Stark, John W. McClure, O. M. Krebs, J. V. Rush, and S. M. Nickey, was appointed to canvass the lumbermen, with a view to finding out whether or not they would be willing to put up an amount sufficient to cover the sum to be pledged by the Lumbermen's Club. The latter is not a chartered organization and is therefore not empowered to make subscriptions or assume obligations of this kind. As soon as the committee ascertains whether or not it is possible to secure $5,000 a year for three years, through pledges from individual lumbermen, lumber firms or lumber corporations, it will report to the river and rail committee of the club and the latter will continue negotiations along the line already indicated.

The members of the Lumbermen's Club and the Memphis Manufacturers' Association feel that a big traffic bureau, capable of looking after the more important interests of the shippers, is absolutely necessary for Memphis. As previously stated in HARDWOOD RECORD, there is no doubt that a traffic bureau will be established. If the Memphis Freight Bureau will not join on an equitable basis with the other two organizations, it is practically certain that the Lumbermen's Club of Memphis and the Memphis Manufacturers' Association will establish a bureau of their own.

The special committee appointed sometime ago to make recommendations in connection with certain changes in the inspection rules of the National Hardwood Lumber Association, of which E. E. Goodlander is chairman, reported at this meeting. The proposed changes were all read and they were concurred in by a practically unanimous vote. A list of the desired changes was filed with John M. Pritchard, chairman of the inspection committee of the National Hardwood Lumber Association, May 4, thus complying with the requirements of the association that notice of such changes must be given at least thirty days before the annual meeting. Mr. Pritchard invited, on behalf of his fellow committeemen, the members of the special committee at Memphis to meet the former at Chicago on June 4, one day before the annual convention is called to order. Mr. Goodlander and several others signified their intention of attending this meeting.

The subject of a base ball team for another year, as an adjunct of the Lumbermen's Club of Memphis, was raised and a committee was authorized to look into the matter of whether or not the lumbermen were willing to lend their financial and moral support to such an institution this year. John W. McClure, manager last year, said that he hoped a team would be had but that it would be impossible for him to act as manager again, owing to the pressure of duties in other directions. He stated that it would be useless to have a team if the members were not willing to lend their moral and financial support. John M. Pritchard, captain, expressed about the same sentiments as Mr. McClure. Definite action on the subject of a base ball team will doubtless be taken at the next regular meeting.

To Study Foreign Conditions

It is announced in bulletin No. 62 of the North Carolina Geological and Economic Survey that J. S. Holmes, forester of that association, will leave shortly for Europe where he will make a special study of typical forest regions in France, Switzerland, Germany and England. His intention is to prepare special articles on forest conditions in the regions visited, calling particular attention to methods in practice which might be introduced in North Carolina, or to suggest modifications of such methods as might be at present practiced in that state.

Mr. Holmes' articles should be of value and interest to a great many people associated with timber outside as well as within the borders of the state of North Carolina.

Manufacturers of Illinois and Ohio

A comparative summary issued by the Department of Commerce and Labor at Washington, relative to the industries of Illinois and Ohio, established the fact that in 1909 there were 18,026 industrial establishments in Illinois, employing 560,000 persons. The capital of these enterprises aggregates $1,548,000,000 and consumed raw material valued at $1,160,000,000. The value of the product annually was $1,919,000,000 and the value added by manufacture $758,000,000. There were 79 plants manufacturing agricultural implements, turning out an aggregate product valued at $67,268,000 annually. There were 325 carriage and wagon establishments in the state with an annual product valued at $16,831,000. Eight hundred and fourteen lumber and timber establishments in Illinois, employing 19,025 persons, turned out a product valued at $44,952,000, with a value added by manufacture of $17,688,000. There were 23 ship and boat building establishments in the state, whose total output was valued at $584,000, with an added value by manufacture of $385,000. Show case manufacturers in 16 plants annually manufactured goods valued at $829,000, which value was increased by manufacture to the extent of $539,000.

Automobile shops to the number of 41 manufactured $43,941,000 worth of bodies and parts annually in the city of Chicago. There were 126 carriage and wagon establishments in this city alone, which did a business aggregating $5,203,000, with $2,601,000 added by manufacture. The cooperage business in Chicago is of large proportions, and in 1909 there were 37 establishments in active operation with an average production of $3,368,000, with an added value by manufacture of $1,980,000. The 202 furniture and refrigerator concerns in the city produced a product in 1909 valued at $20,512,000, with an increase in valuation from manufacture of $11,516,000. There were 195 concerns manufacturing lumber and timber products, with an aggregate value of production of $32,709,000, with $11,941,000 added by manufacture.

The total industries of the state of Ohio represented 15,138 plants with a value of products of $1,437,936,000 and $613,734,000 added by manufacture. There were 55 agricultural and implement plants in the state, with a value of products of $14,440,000, plus $8,121,000

added by manufacture. Seventy five automobile plants had a production valued at $38,839,000, plus the $20,317,000 added by manufacture. There were 407 wagon and carriage establishments in Ohio in 1909, producing $21,949,000 worth of goods, with an added value by manufacture of $10,935,000. The 24 coffin factories in the state produced coffins and burial cases valued at $30,601,000 during 1909. To this is added $1,737,000 by manufacture. Furniture and refrigerator plants numbering 228 turned out in 1909 $16,259,000 worth of material, with $9,017,000 added to the value by manufacture.

National Hardwood Lumber Association Annual

The National Hardwood Lumber Association, the Lumbermen's Association of Chicago and the Lumbermen's Club of Chicago are all issuing elaborate engraved invitations to the entire hardwood fraternity of the country to attend the annual meeting of the first named organization as their guests.

As has been previously stated in HARDWOOD RECORD, and as conspicuously noted in this issue, the fifteenth annual meeting of the National Hardwood Lumber Association will be held at the Hotel Sherman, Chicago, on Thursday and Friday, June 6 and 7. It is expected the event will bring out an attendance of more than a thousand hardwood lumbermen, many of whom will be accompanied by their wives and daughters.

The entertainment tendered by the hosts will be on a generous scale and as outlined by the association is as follows:

Thursday evening, June 6, at eight o'clock, banquet to members and guests, in banquet hall, Hotel Sherman (convention room floor). Music by orchestra and famous College Inn quartet.

Friday evening, June 7, at eight o'clock—Smoker, buffet luncheon and vaudeville, in banquet hall (convention room floor).

Thursday evening, June 6, at eight o'clock, the ladies will be given a dinner in the Italian room, Hotel Sherman (main floor).

Friday afternoon the ladies are invited to an automobile trip. Automobiles will leave Randolph street entrance of Hotel Sherman, at two o'clock, visiting all Chicago Parks and covering the famous forty-two miles of boulevards, stopping at the South Shore Country Club, where refreshments will be served, and returning to hotels about five-thirty o'clock. Please be prompt.

Friday evening, at eight-fifteen, ladies are invited to attend the performance of "A Modern Eve," the new musical comedy, at Garrick theatre (half block from Hotel Sherman). Tickets may be procured at ladies' registration desk.

The program for the business session, which will be held in the main convention hall of Hotel Sherman, is as follows:

THURSDAY, JUNE 6

10:00 a. m. Registration and Reception of Members and Guests in Convention Hall, second floor, Hotel Sherman.

10:30 a. m. Address of Welcome.....
Hon. Carter H. Harrison, Mayor of Chicago.
Response.....John M. Woods
Reports of Officers.....
Address by the President.....
.....Fred A. Diggins
Report of Secretary-Treasurer...
.....Frank F. Fish
Address.....Nelson N. Lambert
V.-Pres't Ft. Dearborn Nat'l Bank.

12:30 p. m. Intermission for Lunch.

2:00 p. m. Reports of Standing Committees:
Forestry.....John M. Woods
Special Committee on Overweight Claims...Jas. E. Stark
Transportation Committee.....
.....Emil Guenther
Waterways .....
Inspection Rules.....
..... John M. Pritchard

FRIDAY, JUNE 7

10. a. m. Convention Called to Order.
Report of Committee on Officers' Reports.
New Business.

12:30 p. m. Intermission for Lunch.

1:30 p. m. Unfinished Business.
Election of Officers to Serve One Year.
Seven directors to Serve Three Years.

Building Operations For April

Building operations in fifty cities in the country, reports the American Contractor of Chicago, show an aggregate gain of sixteen per cent in April 1912 as compared with April 1911. There is a recorded gain of four and three-fifths per cent during the first four months of the year as compared with the same months of last year. Gains of fifty per cent or over for April were made in Birmingham, Columbus, Detroit, Indianapolis, Los Angeles, Nashville, New Haven, Rochester and Toledo. Of these Nashville led with an increase of 124 per cent.

There was a total building cost during April in the fifty cities of $76,551,000 as against $65,776,000 in April 1911. The total for the first four months of this year was $209,185,000. There were substantial losses in building operations in April in Baltimore, Dallas, Texas, Duluth, Memphis, Oklahoma City, Salt Lake City, Spokane, Washington. Chicago made a gain of nine per cent during April, but the report of the first four months of the year showed a loss of twenty-two per cent. New York City gained twenty-four per cent during April and thirty-two per cent during the four months.

The total building operations for New York aggregated $25,144,000 in April, 1912 as against $20,239,000 in April 1911, while for the first four months of the year the aggregate investment in that city was $73,681,000. In Chicago the building investment in April 1912 was $9,245,000. In January, February, March and April it was $19,865,000. Philadelphia shows a building investment in April of this year aggregating $4,503,000; during the first four months of the year, $11,475,000.

The percentage of increases seems to be about equally distributed all over the country, indicating a pretty general healthy growth in the building trade. While there are some substantial losses both for April and for the first four months of the year, they do not equal numerically to cities or in the aggregate the gain during those periods. There is a fairly even distribution, likewise, of losses.

New Planing Mill

The Central Lumber & Supply Company of Columbus, O., has been incorporated with a capital stock of $10,000, and will specialize in general lumber and mill work. John Cashatt is president of the new company and J. D. Mathews secretary and general manager. The company's plant will be located at the Baltimore & Ohio railroad crossing and Central avenue, and will be in operation very soon. The mill proper will be 40x88 feet, and each machine will be driven by an independent motor. Every protection against fire will be made, and both machinery and mill will be up to date in every particular.

Wisconsin Hardwood Cut and Shipments

Secretary Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association, has issued a report showing the hardwood cut and shipments by the same sixty-one members of his association in April, 1912, as compared with April, 1911:

	Cut, M Feet		Shipped, M Feet	
	1912	1911	1912	1911
Ash	543	885	762	580
Basswood	4,098	5,200	2,398	2,764
Birch	8,599	11,117	5,802	3,095
Elm	2,799	2,728	1,912	1,730
Maple	5,908	5,436	3,564	2,395
Oak	195	572	402	118
Mixed	6,402	7,355	4,081	3,122
All hardwoods	28,544	33,293	18,921	13,804

Decrease in cut, 14 per cent.
Increase in shipments, 37 per cent.

Biltmore "Doings"

Dr. C. A. Schenck, director, and the Biltmore Forest School, are back from Germany, and the school assembled at Tupper Lake, N. Y., in the Adirondacks, April 1, where it reviewed the logging and manufacturing operations and forestry practiced on burned-over areas in that region, and incidentally visited the plant of the Brooklyn Cooperage Company, and other interesting manufacturing institutions in that district, including a day at the operations of the Emporium Lumber Company.

On April 13, the school went to Washington, D. C., where five days were spent in acquainting it with the forestry work of the national government. The Washington visit was one of the most interesting experiences ever encountered by the Biltmore Forest School. After leaving Washington the school proceeded to Norfolk, and thence to one of the logging camps of the John Roper Lumber Company, near New Bern, N. C., where a continuation of the study of both long-leaf and short-leaf pine was taken up, as well as of the hardwoods growing in that region.

On Sunday, April 28, the school broke camp for its early summer headquarters at Canton, N. C., where it will be in camp at the head of Pigeon river until mid-summer, when it will transfer headquarters to permanent quarters being built for it by the Cummer-Diggins Company, near Cadillac, Mich.

Dr. Schenck's school this year is one of the largest in its history, and is doing better work than ever.

Work of the Hardwood Manufacturers' Association

Under date May 15, Secretary Doster of the Hardwood Manufacturers' Association issued a press letter, in which he states that wholesalers passing through Cincinnati during the past week report trade very brisk and stocks hard to obtain. All advise it is much easier to sell hardwoods than to buy at the present time. The secretary advises that reports from his members indicate the oak condition to be very much strengthened and that prices are being advanced from three to five dollars a thousand. A canvass of the various mills in the flood-district shows there is not as much flooded lumber as was first supposed, and while the high-water paralyzed mill operations, there are plenty of logs ready for manufacture, and on the return of normal weather conditions the output generally will be very much increased.

Statistics compiled in the secretary's office show the production in the mills in mountain sections of the country to be about normal, while in the lowland and river districts they show a decrease of from twenty to forty per cent.

The Partridge Failure

The talk of the fortnight in trade circles was the involuntary petition in bankruptcy filed against the Charles R. Partridge Lumber Company, large hardwood retailer of Jersey City. Wm. R. Barricklo has been appointed receiver. The liabilities are estimated at $600,000, and the assets at $350,000. A large amount of the indebtedness, it is understood, is to banks. The Charles R. Partridge Lumber Company was incorporated in 1910 with a capital of $700,000. Charles R. Partridge is president, W. H. Partridge, vice-president, and I. H. Harfield secretary and treasurer. Mr. Partridge was for years engaged in the retail hardwood lumber business in Manhattan, prior to removing his business to the Jersey City location several years ago. Experts are now going over the books, and the decision of the court as to the final adjudication of the concern as a bankrupt is being awaited.

Mr. Cox, formerly superintendent of the yard, recently opened a lumber business of his own opposite the Partridge premises, and Messrs. W. H. and H. M. Partridge, sons of Charles R. Partridge, last month opened a retail hardwood yard at the South Street station of the Pennsylvania Railroad, Newark, N. J., under the style of W. H. and H. M. Partridge.

It is stated that the real estate of the Partridge company is valued at $85,000, with mortgage of $38,000.

Hope thinks nothing difficult, despair tells us that difficulty is insurmountable.—*Watts.*

Miscellaneous Notes

Schroeder Mills & Timber Company, Milwaukee, Wis., has been incorporated with a capital stock of $24,000.

The A. P. Bohlinger Table Company, St. Louis, Mo., has increased its capital stock from $15,000 to $25,000.

The Eggers Lumber Company, Monessen, Pa., has been incorporated with an authorized capital stock of $20,000.

The C. F. Schmoe Furniture Company of Shelbyville, Ind., has increased its authorized capital stock to $25,000.

The Colonial Cabinet Company, St. Louis, Mo., has been incorporated with an authorized capital stock of $10,000.

The New Orleans Saw Mill Company, New Orleans, La., has been incorporated with a capital stock of $60,000.

The Chicago Heights Lumber Company, Chicago Heights, Ill., has increased its capital stock from $16,000 to $75,000.

The M. E. Leming Lumber Company, Cape Girardeau, Mo., has been incorporated with an authorized capitalization of $50,000.

The Crescent Lumber Company, Washington, N. C., has been incorporated with a capital stock of $50,000 to manufacture lumber.

Fire recently visited the plant of the Cherry River Boom & Lumber Company at Richwood, W. Va., entailing a loss estimated at $10,000.

Arthur A. Brown & Co., Pensacola, Fla., have been incorporated with an authorized capital stock of $30,000 and will export lumber.

The Eller Wagon Company of Houston, Tex., has been succeeded by the Texas Wagon Works, and the capital stock increased from $40,000 to $80,000.

It is announced that the Panama Manufacturing Company of Malvern, Ark., has plans under way for the erection of a new wagon factory and veneer mill.

The Goodyear Lumber Company, manufacturer of hemlock lumber of Buffalo, N. Y., has opened an office at 831 Real Estate Trust building, Philadelphia, Pa.

The Wilcox Lumber Company, McKinney, Tex., has been incorporated with a capital stock of $7,000. The incorporators are George Wilcox, F. E. Wilcox and S. W. King, Jr.

The Piedmont Hardwood Company, Statesville, Va., has been incorporated with a capital stock of $100,000, of which $10,000 has been subscribed by B. R. Thurman, A. J. Bailey and others.

F. O. Bailey & Co., manufacturers of carriages and show cases at Portland, Me., have been succeeded by the F. O. Bailey Company, which is incorporated with a capital stock of $75,000.

The New York & New Jersey Lumber Company, Jersey City, N. J., has been incorporated with a capital stock of $150,000. The incorporators are I. F. Goldenhorn, T. F. Farrell and C. Wolf of Jersey City.

The Dunn-Oliver Lumber Company of Plainfield, N. J., has been incorporated with a capital stock of $50,000. The incorporators are John E. Dunn and L. E. Dunn of Plainfield; Alfred C. Oliver and Rogers K. Oliver of Atlantic Highlands.

The Gammill Lumber Company, Pelahatchie, Miss., has been incorporated with a capital stock of $250,000 for the purpose of developing timber land and manufacturing lumber. The incorporators are Stewart Gammill, John Lockwood, H. L. Nolan and associates.

It is announced that the furniture finishing plant of the Ohio Valley Manufacturing Company will be removed from Kentucky to Waco, Tex., at an early date. A factory building 65x200 feet, three stories high and of brick construction, will be erected immediately.

The D. Goldman Fixture Company has been incorporated in New York City, N. Y., with a capital stock of $2,000 to manufacture cabinets, store fixtures, woodworking, etc. The incorporators are Aaron Goldman, 220 W. Tenth street; Jacob W. Zipkes and Bernhard Davidson, all of New York City.

The F. Fastenrath Company, Manhattan, New York City, N. Y., has been incorporated with a capital stock of $10,000 to do a general wood-working and lumber business. The incorporators are Henry F. Fastenrath, 213 West Houston street; Joseph S. Klein, 1230 Lenox avenue, and Frederick Fastenrath, 22 West Fourth street.

According to advices from Shreveport, La., the Timpson Handle Company, whose headquarters are located at Timpson, Tex., will build a plant at Cedar Grove, La., and remove its general offices to this place. The plant will handle hardwood lumber in Shreveport, and will be one of the largest of its kind in the country. The products of the Timpson Handle Company are confined exclusively to handles for tools, plows, etc., and are manufactured from hickory timber.

The Kentucky-Indiana Hardwood Lumber Company, which was recently incorporated at Louisville, Ky., has temporary offices at Owensboro, Ky., pending the establishment of its yard at Twenty-third and Magnolia streets, Louisville. The company has been delayed in the establishment of the yard owing to its inability to get its railroad switch properly installed. Although it has considerable lumber bought, it has been necessary to hold up the shipment of this lumber until the switch could be installed.

Hardwood News Notes

CHICAGO

W. E. Heyser of the W E Heyser Lumber Company, Cincinnati, dropped into town on May 21 and spent a few days visiting his trade.

George Townsend of the Holston Box & Lumber Company, Knoxville, Tenn., was a Chicago visitor this week.

John M. Diver, head of the big white pine institution, Cleveland-Sarnia Sawmills Company, Sarnia, Ont., spent Sunday in Chicago on his way home from an extended Pacific coast trip.

George E. Foster of the Foster-Latimer Lumber Company, Mellen, Wis., was in Chicago on May 15 on one of his regular visits.

C. N. Coupland, general manager of the Timber Importing Company, London, was a Chicago visitor last week. Mr. Coupland is seeking American hardwoods for export, and is particularly interested in black walnut logs.

John F. Fountain, formerly salesman for the W. M. Ritter Lumber Company, has been engaged as Chicago representative for Maley & Wertz of Indianapolis.

Robert Maisey of Maisey & Dion, Chicago, left on May 21 for about a week's southern trip. He will visit the Dixon, Tenn., branch of his firm, and from there will go down through Tennessee and Mississippi.

The J. B. Sprague Lumber Company has moved its offices from the First National Bank building, Chicago, to 440 Marquette building.

Francis Beidler, president of the Santee River Cypress Lumber Company, Ferguson, S. C., has moved the offices of this concern and his various other interests from 72 W. Adams street to suite 1405 Great Northern building, 20 W. Jackson boulevard.

The Chicago offices of the American Wood Working Machinery Company, whose headquarters are at Rochester, N. Y., have been moved from the Fisher building to Washington and Jefferson streets.

McEwen Ransom, treasurer of several of the Ransom houses of Nashville, Tenn., registered at the Lumbermen's Club of Chicago on May 21.

J. V. Cleland of the Miltmore Lumber Company, Knoxville, Tenn., was a Chicago visitor May 18.

W. D. Reeves, the well-known Helena, Ark., hardwood manufacturer, was a Chicago visitor for several days recently.

S. B. Anderson of Anderson-Tully Company, the big hardwood lumber, veneer and box manufacturer of Memphis, Tenn., was a Chicago visitor this week, and left for home on May 23.

M. Baughman Cross, manager of the Santee River Cypress Lumber Company, Ferguson, S. C., spent a few days in Chicago last week in consultation with President Beidler of this institution. The company at present is engaged in the manufacture of cypress lumber, but within a few days will turn its big mill over to the production of red gum for some months.

NEW YORK

The Gillette-Mount Company, 50 Church street, New York City, has been incorporated under the laws of New Jersey with a capital stock of $50,000, and will wholesale hardwoods, spruce and white pine. The company is composed of R. B. Gillette, who for many years was connected with the R. G. Peters' interests of Michigan, and R. I. Mount, a graduate forester.

The Hofferberth Company with headquarters in this city has been incorporated with a capital stock of $100,000 for the purpose of dealing in timber lands and operating concessions in the Republic of Honduras. Charles F. Hofferberth, a prominent hardwood man of this city, is at the head of the company. The other incorporators are W. H. Darth and H. R. Woods of New York.

The DuBois Lumber Company is the style of the new wholesale eastern spruce house located at 225 West Broadway. W. E. DuBois, who for many years was connected with Simpson, Clapp & Co. of this city, is head of the new company.

Fire on May 12 destroyed the sawmill plant of J. D. Hull, 2-6 Tompkins street, city, entailing a loss of $25,000.

The Baldwin Lumber Company, Jersey City, N. J., recently purchased the mill and working plant of the Yeandle Company, 1092-4 Garfield avenue, Jersey City. The Yeandle Company will retire.

The Bleeker Lumber Company has been incorporated to operate a lumber and box business at 118 Bleeker street, City. The company is headed by Charles Garibaldi, who bought out the box and lumber business of S. Lauterstein some months ago.

The Michigan Flooring Company of this city has been incorporated with a capital stock of $10,000 by C. J. Kellar of the Norfolk Lumber Company, Flatiron building, and M. Griggs and H. E. Hanes. The new company will do a wholesale hardwood flooring business.

The sheriff has received an execution for $36,608 against the Lincoln Manufacturing Company, manufacturer of fireproofed wood for trim, with plant at One Hundred and Fifty-second street and Harlem river, Bronx, and office at 220 Fifth avenue, New York City. The sheriff's keepers are now in charge of the factory. The company was incorporated in January, 1910, with a capital of $1,000,000, with W. B. Chisholm of Charleston, S. C., as president.

Since the demise of the Lumbermen's Club of

New York, there has been no social organization among metropolitan lumbermen. In lieu of the former enterprise, there has just been organized by Charles Milne and Herbert E. Sumner a Lumbermen's Luncheon Club, which meets for luncheon every second and fourth Friday in the month, on the tenth floor of the Mills building, Broad street below Wall street. This club is organized for wholesalers and millmen only. The club has no red tape or parliamentary proceedings, but just meets for a little social luncheon at 12:30. Wholesalers wishing to join should notify Charles Milne, telephone Broad 3929, on the morning of the dates of the meeting, so that the caterer will know how many to provide for. The club has secured a large private dining room, and it is believed will be a successful venture.

BUFFALO

Secretary J. S. Tyler's figures for shipments of the Buffalo Lumber Exchange have been added to by the following: Shipped by Buffalo dealers from points of supply direct to customers, year ending Dec. 31, 1911, a total of 353,802,000 feet, which is a decrease of 4,474,500 feet.

The Denniston Company, manufacturer of auto tops and bodies, has filed a voluntary petition in bankruptcy. The debits are $65,745.94 and assets, $99,636.27. Edward J. Barcalo has been appointed receiver. The largest creditor is the Marine National Bank, whose claim is $30,000, unsecured.

The sawmill of Scatcherd & Son at Memphis, which has been idle for some time for lack of logs, has just started up, and it is expected that there will be a very good demand for all the oak the mill can turn out.

Anthony Miller is getting in fair stocks of oak, ash and basswood at present and finds trade about up to the average, but hopes to see it more brisk before very long.

G. Elias & Bro. are furnishing some of the lumber for the new office buildings going up in Buffalo, including a contract of about 15,000 feet of oak for the interior of the New York telephone building.

Blakeslee, Perrin & Darling are in receipt of fair hardwood stocks from the South, including poplar, which is stronger in price, but not to the same extent as shown by plain oak.

The Hugh McLean Lumber Company reports its southern mills as running again, after some trouble from lack of logs. The yard is in receipt of hardwoods in fair quantity, including oak and maple.

Business is reported very fair at the office of F. W. Vetter and distributed over a number of hardwoods, although maple and oak continue to lead in demand.

A large part of the lumber at the Standard Hardwood Lumber Company's yard has been removed to the new quarters on Baitz avenue, in order to accommodate the tanning plant, which has leased the premises.

PHILADELPHIA

J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co., owners of the Woodcliff Lumber Company, Monterey, Putnam county, Tenn., has just returned from the company's mills in Tennessee and other localities, and reports stock low at all the mills. Consequently a jump in prices is expected. J. Gibson McIlvain & Co. have engaged P. C. Curtis, as agent at Nashville, to succeed C. T. Dews, who becomes general manager of the Woodcliff Lumber Company. Mr. McIlvain states that the Woodcliff tract abounds in an exceptionally fine quality of timber, a very large proportion of which consists of excellent quartered oak and poplar, and some fine chestnut.

G. M. Chambers, sales agent of the Kendall Lumber Company says, that owing to the unsettled weather, trading has been more or less interrupted. He has just returned from a visit to the company's mills at Bluefield and Hutton, W. Va., and reports a shortage of stock at all mill centers.

Daniel B. Curll, has little complaint to make of business, and looks forward to reasonable trading during the summer. His salesmen in the New England territory report increased sales.

J. C. Tennant of the Summitt Lumber Company, reports diminished trading in the strike regions of Pennsylvania, but believes that when the labor troubles are settled and the weather improves, business will pick up.

The Baldwin Locomotive Works closed contracts with the St. Louis Southwestern Railroad, for twenty-two locomotives; the Missouri and Gulf, for nine; the Carolina and Northwestern, for two, and the Hayden Machinery & Supply Company, New York, two.

The Baltimore and Ohio Railroad will erect one of the most complete and modern timber-treating plants in America, on its line at Green Spring, W. Va., for the preservation of ties and other lumber used in railroad construction. The plant, including the storage yards for seasoning timber, which will cover sixty acres, will be close to large areas of timber land along the south branch valley of the Potomac river. The timber-treating plant will include two treating cylinders with a maximum capacity of 1,000,000 ties a year.

BOSTON

The Bryning Shelf Company, Boston, has been incorporated with a capital stock of $5,000. The incorporators are Ernest L. Brown, Percy L. Bryning and Frederick W. Mowatt.

The capital stock of the American Mahogany Company, has been increased from $1,500,000 to $1,550,000.

Fire recently visited the plant of the Calvin Putnam Lumber Company, at Danversport, Mass., entailing a loss estimated at $75,000.

The sawmill of the Connecticut Valley Lumber Company, at Mt. Tom, Mass., has been closed for several weeks owing to a shortage of logs.

The Smith & Bent Lumber Company, New Haven, Conn., has been incorporated with a capital stock of $50,000 by J. Gibb Smith and Ella Smith of New Haven, and William E. Bent of West Haven, Conn.

The Lumber Dealers' Golf Association has held its first tournament at the Wollaston Golf Club. In the morning round F. S. Arend had the best net, 89-7-82 and tied for the best gross with H. A. Stiles. In the afternoon Mr. Arend tied with L. F. McAleer for the best net, 87, while the gross was won by F. B. Witherbee who covered the course in 90, nine strokes better than he did in the morning. Mr. Stiles took 93 for the afternoon.

BALTIMORE

From Cumberland, Md., comes the report that the Kendall Lumber Company of Pittsburgh, has filed for record at Morgantown, W. Va., a deed for the Chess tract of timber land on the Cheat river, involving several thousand acres of virgin timber in Preston and Monongahela counties. The purchase price is said to have been $266,355.86, one third of which was cash, and the balance to be paid in two equal instalments on Aug. 1 of the present year and Aug. 1, 1913. The work of developing the tract has already begun.

The United States Government is negotiating for 1,000,000 acres of mountain land in Page, Shenandoah, Rockingham and Warren counties, West Virginia, as an addition to the Forest Reserve for the protection of the headwaters of the Shenandoah and Potomac rivers. Forest Agent E. C. Volkmar is conducting negotiations with the aid of field assistant, E. L. Lindsay.

G. L. Wood, general manager of the R. E. Wood Lumber Company, who has just returned from Fontana, the company's operation in North Carolina, and who also visited South Carolina on business for the corporation, gave special attention to the preliminaries for the erection of a new mill on the Eagle Creek tract of timber, in Swain county, North Carolina, near Fontana. The projected plant will be a band mill of upwards of 50,000 feet capacity, the construction of which will begin within the next two weeks. The company has had much difficulty in getting dry stocks in sufficient quantities to meet the requirements of its trade, and officers state that with supplies more adequate business should prove very good.

There has been a change in the Heise & Bruns Lumber Company, which operates a planing mill on South Caroline street. At a meeting of the stockholders held on May 10, John F. Bruns was elected president to succeed William Heise, who has held the position for some time

COLUMBUS

H. W. Putnam of the General Lumber Company says that business is about all that could be desired at this time. The demand is good, prices are firm and there is active inquiry all along the line.

The W. M. Ritter Lumber Company has made the following changes in its office force: R. C Willis, who has been assistant to the general sales manager during the past three years, left several days ago for the West, where he will engage in the real estate business; F. B. Pryor, who has been sales manager of the western division, has been made assistant to the general sales manager, with headquarters in Columbus; A. C. Gosten, who has been in Canada in the interest of his company during the past few years, has been transferred to Chicago to assist the manager at that place. John Hall, a well-known lumberman, will handle the Ontario, Canada, lumber trade with headquarters at Toronto.

CINCINNATI

At the regular meeting of the Lumbermen's Club of Cincinnati, held at the Business Men's Club, May 6, the following were elected for the ensuing year:

Charles F. Shiels, president; J. S. Zoller, first vice-president; H. L. Mickle, second vice-president; Jos. Bolser, secretary; R. L. Gilbert, treasurer; Ralph McCracken, chairman arbitration committee; Cliff S. Walker, chairman press and publicity committee: S. W. Richey, chairman credit and terms committee: J. A. Bolser, chairman entertainment committee; Alex Schmidt, chairman inspection committee; Geo. Littleford, chairman law and insurance committee; Geo. M. Morgan, chairman membership committee; Dwight Hinckley, chairman river and rail committee; Geo. W. Hand, chairman statistics committee; C. M. Clark, chairman transportation committee.

W. A. Bennett, who has been in the South looking after his interests during the flood, has returned to Cincinnati, and is making his presence felt among the manufacturers.

John J. Mertz, who is in charge of the Greenfield, O., office of Bennett & Witte, was married May 22 to Miss Hartke of that city.

E. J. Thoman, resident manager of Bennett & Witte, reports that trade is better and that prices on some items have advanced.

W. J. Thom & Co, now at 1215-25 West Eighth street, have purchased a lot at Price Hill, on a line with Westwood, on which they will erect a planing mill, and a complete set of buildings for a builders' yard. It will be the only plant in that vicinity.

The Southern Lumber Company, through its

agent, S. Ryan of Indianapolis, Ind., sold its entire stock of lumber on hand today and closed its Cincinnati offices.

INDIANAPOLIS

J. H. Andrews, H. C. Johnson and E. L. Hancock have organized the Seymour Wood-Working Company at Seymour to manufacture furniture and wood novelties. The company has been incorporated with an authorized capitalization of $15,000.

The National Conservation Congress will hold its annual meeting in this city the first week in October. Thomas R. Shipp of this city is secretary of the congress.

A reorganization of the Deco Veneer Company has taken place. The company has changed its name to the Deco Manufacturing Company and has been incorporated with an authorized capitalization of $40,000. Those interested in the organization are H. D. Kahlo, A. L. Wilcox and W. W. Dark. The company will manufacture and sell veneers.

The Capitol Lumber Company has purchased a tract of ground west of the belt railroad tracks, near Tenth street and Brightwood avenue, and will ultimately establish a new lumber yard and mill.

Hugh McGavin, A. G. Murdock and H. D. Peffley are the principal stockholders and directors in the newly organized Murdock Veneer & Lumber Company. The company is incorporated and capitalized at $25,000.

EVANSVILLE

The regular monthly meeting of the Evansville Lumbermen's Club was held at the New Vendome hotel on Tuesday May 14. After the usual dinner the meeting adjourned to the parlors of the hotel, where the business meeting was held. On account of the absence of Secretary Elmer D. Luhring, the minutes of the previous meeting were read by Paul Luhring. Mr. Luhring also read a communication from John C. Keller, traffic manager of the Evansville Manufacturers' Association, relating to changes in rates on lumber to Ohio river points which the Interstate Commerce Commission had been asked to authorize by another market. Mr. Keller stated that he understood nothing had been accomplished as yet along this line. It was proposed to send Mr. Keller to one or two other cities to gather data necessary to take up with the commission the matter of getting an adjustment of rates that would do away with the discrimination now existing against this city on shipments from many southern points. The matter was referred to the traffic committee. President D. B. MacLaren made a short talk on credits among members of the club. There being only one more meeting before the summer vacation, the question of where to hold the annual outing was brought up, and the matter was referred to the entertainment committee. Carroll L. Beck of Bloomington, Ind., vicegerent snark for southern Indiana, was present and addressed the meeting. Mr. Beck suggested holding a concatenation of Hoo-Hoo in Evansville some time this summer. After much discussion it was decided to open the fall meetings with a concatenation, which will be held on Sept. 10 after the regular meeting of the club.

The Evansville Bank & Store Fixtures Company has been incorporated with a capital stock of $50,000. A factory building 100x200 feet, two stories in height will be erected at once. J. R. Ghormley, manager of the new concern, will visit Chicago in the immediate future for the purpose of purchasing the machinery for the plant.

The firm of Leib & Artman, who operated the Rockport Box Manufacturing Company, has dissolved partnership and the band mill at Rockport has been moved to Metropolis, Ill. Mr. Artman has formed a connection with the well-known firm of the Nichols & Cox Lumber Company of Grand Rapids, Mich., and the new firm will be known as Artman, Nichols & Cox.

MEMPHIS

The Mississippi river is rapidly falling at Memphis and conditions are returning to normal. There are some low places which are still under water in this immediate section, but lumber interests are experiencing less difficulty each day. Practically all mills which were forced to close down as a result of high water, have been able to resume operations provided they have been in position to secure the necessary supply of raw material.

The question of securing an adequate supply of logs is about the most difficult one confronting the local hardwood trade. Some of the largest manufacturers in this city say that it has been impossible for them to do any logging whatever, although they have extensive holdings of timber lands. It may also be noted in this connection that the greater portion of the supply of timber already cut in the country during the late fall and early winter has already been brought in by either river or rail, with the result that receipts in the near future must come largely from timber cut more recently.

There is no doubt that the production of hardwood lumber in the Memphis territory during the past six weeks has been the smallest ever known for a similar period. Some mills have not been directly affected by the high water, but they have been indirectly affected by their inability to secure all the timber needed, with the result that the number actually in operation has been small. That there has been a considerable curtailment is proven by the fact that stocks of lumber are gradually decreasing at Memphis and at many other points in this territory. In the meantime, the demand for hardwood lumber is good and this means shipments on a liberal scale. Some insist that the scarcity of stocks which is now developing will become even more acute as the season advances, and that there will be very little relief until such time as mills are able to operate so as to produce lumber on something like a normal scale. Even with perfect weather conditions it is not anticipated that stocks can be filled any time prior to August 1

The plant of the American Car & Foundry Company has secured an order for five hundred cars for the New Orleans, Mobile & Chicago Railroad Company. This will be filled at the local plant of the company, at Binghampton, a suburb of Memphis. The latter plant has been running on partial time for the past few months and the receipt of this order is therefore quite welcome.

R. J. Darnell of R. J. Darnell, Inc., is authority for the statement that work will be rapidly pushed on the construction of the Batesville & Southwestern, which is being built from Batesville, Miss., to the timberland holdings of this firm. Very little work has been possible thereon since early last December. This line connects with the Illinois Central at Batesville, and will be used principally for the development of the timber land holdings of R. J. Darnell, Inc., which amount to approximately 20,000 acres. R. J. Wiggs, secretary and treasurer of this company, is back at his office again. Mr. Wiggs has been ill with pleurisy for a number of weeks and his many friends are congratulating him upon his recovery.

The Arkansas Lumber Company has sold to Indiana capitalists 1,823 acres of hardwood timber near Arkadelphia, Ark., for a consideration of $45,000.

The Barr & Doney Lumber Company has been formed at Camden, Ark. It will engage in the manufacture and sale of hardwood lumber. It has already secured a tract of timber and a plant will be installed. H. W. Doney of Camden, and J. L. Barr of Mansfield, O., are the principal owners of the new firm.

NASHVILLE

J. M. Kirkpatrick of St. Louis, a lumberman and wagon stock dealer, will operate here under the firm name of J. M. Kirkpatrick & Co. He will not at present locate a yard here but will ship directly from mills in Mississippi and Tennessee.

Lively trading continues to characterize the weekly meetings of the Nashville Lumbermen's Club. The transportation committee of this organization, headed by A. B. Ransom, has been working quietly and systematically to secure a proper adjustment of the milling-in-transit of log arrangements with the Louisville & Nashville railroad which has been under controversy for some weeks, and the committee recently visited Louisville to discuss the matter with railroad officials there. It is stated that good progress has been made, and it is expected that the matter will be adjusted to the satisfaction of the trade here.

T. R. Reynolds, successor to the Reynolds-Moss Lumber Company of Hickman, Ky., has transferred his lumber business to the Hale Lumber Company. B. G. Hale and two sons compose the purchasing company, and Guy Hale is the general manager.

ST. LOUIS

At a meeting of the board of directors of the Lumbermen's Club of St. Louis, the following resolutions were unanimously adopted:

RESOLVED, That the thanks of this club be extended to the Hon. Charles Nagel, Secretary of Commerce and Labor, for his most interesting and instructive address before the members of this club at their monthly dinner held at the Planters hotel in this city on the evening of May 10, 1912, and be it further

RESOLVED, That this club heartily indorses the suggestion of the secretary regarding the advisability of establishing and providing for a National Board of Trade, and that the club and its members do whatever lies in its or their power to co-operate in that direction; and be it further

RESOLVED, That a copy of these resolutions be forwarded to the Secretary of Commerce and Labor at Washington.

The Lumbermen's Exchange of St. Louis held its first noonday luncheons at the City club, on May 16. There was a good attendance and Mayor Kreismann of St. Louis was the principal speaker.

The Lumber Representatives Association, an organization made up of salesmen and estimators employed by St. Louis lumber dealers, held a banquet and election of officers on May 9. The officers elected for the ensuing year were: President, William Stephan, Jr., of the Boeckeler Lumber Company; first vice-president, Chas. H. Obrock of the St. Louis Lumber Company; second vice-president, Chas. S. Eggeman of the Philip Gruner & Brothers Lumber Company; secretary, William J O'Connor of the Prendergast Lumber Company, and treasurer, William H. Hensiek of the St. Louis Lumber Company.

LOUISVILLE

J. V. Stimson of Huntingburg, Ind., was in Louisville recently, and was entertained at a meeting of the Louisville Hardwood Club. Mr. Stimson is distinctly optimistic, taking the ground that those who have lumber and resources not affected by floods in the Mississippi valley should make more money out of their lumber than they have been able to do for several years. He does not believe that it will be possible to do much in the way of producing lumber and having it ready for the

market in that territory before the end of the current year.

The shortage of quarter sawed oak veneers has been realized by both consumers and producers, and prices have been steadily climbing. The demand for this grade of stock has been good, and those who have had material ready to ship have been able to get much better figures than a few months ago. The lack of profit in quartered oak stock heretofore has been due, according to leading producers, to the fact that there has not been a complete realization of the cost of manufacturing, and the present stimulus is consequently expected to have a good and permanent effect.

James W. Park, who has been connected with the Louisville Point Lumber Company, has resigned to become manager of the plant of the Elkins Box Company, at Elkins, W. Va. Mr. Park was formerly in charge of the sawmill of the Boone Lumber Company at Ford, Ky., and is well qualified for his new position.

Lumber manufacturers in this market are getting ready for the meeting of the Interstate Commerce Commission in Louisville, July 17, when the question of the substitution of tonnage at transit points will be gone into exhaustively. Some effective arguments against the institution of the involved system of handling milling in transit as proposed by the Louisville & Nashville will be presented, and the lumbermen expect to convince the commission that the new system would take away whatever advantages are now enjoyed through the provisions for a refund on milled products.

MILWAUKEE

The planing mill of the North Star Lumber Company at Bloomer was recently destroyed by fire, causing a loss of about $7,500, partially covered by insurance.

Kapplin & Kapplin have started up their sawmill at Iron River for a sixty days' run. The mill has a capacity of 15,000 feet in ten hours and is driven by an extension of the line shaft from the planer, located in another building.

W. E. Hildebrand and William Hildebrand, Jr., of Sheboygan, have disposed of their interests in the firm of Ebenreiter & Hildebrand and have organized under the style of the W. E. Hildebrand Company to do a wood-working business at Sheboygan. A planing mill and interior finish plant, 50x70 feet, two stories in height, and of frame construction is being erected by the new company.

The Hardwood Products Company of Neenah has begun the construction of a new warehouse. This company has been in operation less than a year, but extended business requires the enlargement of the plant.

Eugene Shaw, president and treasurer of the Daniel Shaw Lumber Company, Eau Claire, died recently after a brief illness of pneumonia at the age of sixty-two years. He is survived by his wife and three daughters.

The Oconto Lumber Company, Oconto, Wis., will erect a new two-story office building on Farnsworth avenue, owing to the decided increase of business demanding larger quarters.

George S. Barnes of Iron River has purchased 8,240 acres of timber land in southern Bayfield county from the Potlatch Lumber Company, consisting of hardwood, hemlock and pine. F. H. Bartlett & Co., Chicago, recently purchased 22,000 acres of cut-over lands in Washburn county for $200,000. The timber land owned by the H. C. Putnam estate in Chippewa county was sold to Fred Brown of Madison.

The State Industrial Commission of Wisconsin has adopted thirty orders relating to the safeguarding of machinery and elevators. These are the first orders issued by the commission after six months of investigation by a special committee of experts representing the most important industries of the state, and effect practically every manufacturing industry in the state. The orders, going into effect June 13, require guards on all wheels, belts, belt shifters, clutches, flywheels and moving parts of machinery which menace workingmen. The projecting set screw is to be eliminated and circular and band saws are mentioned.

CADILLAC

A. F. Anderson of Seattle, Wash., is in Cadillac looking after his Michigan lumber interests. He reports the lumber business on the coast as excellent with advanced prices in many lines. Mr. Anderson claims there is a splendid opportunity for investment in western timber lands at this time. His Michigan business has been excellent and he has but little dry stock on hand.

Manufacturers here have no cause to complain, as their trade has been especially good in both hardwoods and hemlock. There is a scarcity of hemlock for building purposes, and very few manufacturers have complete lines of dry stocks.

Mitchell Brothers Company has started its summer camps near Spencer, Kalkaska county, and is now cleaning up its winter's cut of logs.

Both mills of Cobbs & Mitchell, Inc., are cutting hardwoods. This company has had an excellent trade in both hardwoods and hemlock and reports a steady improvement in the flooring business.

Oliver Clark of Tustin, Mich., has just sold to E. J. Case of Kingsley and Fred N. Bailey of Benzonia, the north half of section 30, Middlebranch township, Osceola county, for $7,000. The timber will be sawed on the premises and shipped from Hartwick station on the Manistee & Grand Rapids railroads.

The mill operated at Fife Lake by Archibald Gibbs of Traverse City and owned by the Citizens Bank of Fife Lake was destroyed by fire Saturday, May 18. The loss is estimated at about $4,000.

The Michigan Agricultural College is again offering its forestry students an opportunity to study the practical side of forestry. A six weeks' course will be given on the estate of David Ward, located in Antrim, Otsego, Kalkaska and Crawford counties. The students will have individual tents, but will eat with the woodsmen. Prof. J. Fred Baker is in charge of the work.

DETROIT

The H. W. Harding Lumber Company recently sustained a loss by fire of about $10,000. A spark from a passing switch engine set fire to a storage shed which was piled high with finished lumber for interior furnishing, which was entirely destroyed.

Secretary John Lodge of the Dwight Lumber Company reports that the flooring trade has greatly improved during the past month. He said that the Dwight plant is very busy at present and indications all favor large business this summer and fall.

The Hardwood Market

CHICAGO

The hardwood demand in the Chicago market is remarkably active and there is no end of trading between jobbers to replenish depleted stocks. There is a fair demand for hardwoods in nearly all divisions of the wood consuming trade, with perhaps the least insistent demand from the furniture industry. The furniture trade, in which line of goods Chicago is the largest producer, is undeniably slack except in special lines. The general furniture trade is slow. However, manufacturers are preparing their samples for the July exhibits and are looking forward optimistically in the belief that the summer and fall trade will develop a good business.

The demand of the railroads for lumber materials, of which Chicago is an important purchasing center, is showing much strength and many substantial orders have been placed during the last month. The "only fly in the ointment" in the present local hardwood market is the paucity of stock, and the inability to secure material to execute current orders.

With the reopening of transportation lines in the lower Mississippi valley country, in which is located a considerable quantity of lumber that was not flooded, it is expected the local situation will be relieved materially. This is the section of the country from which a large portion of the hardwoods consumed in this market is derived.

There is an apparent increase in the demand for plain and quartered oak, cottonwood, red and sap gum, poplar and chestnut. The entire trade is busy and the outlook upon the situation is very optimistic.

NEW YORK

The hardwood market at New York shows considerable strength in prices due to the less than normal supply of hardwood lumber in the hands of buyers and consumers as well as delays in shipments and conditions of stock available at mill points as a result of the recent floods. While the demand is not up to normal, the condition regarding supplies at both ends of the line has created a firm hardwood market which bids fair to continue for some time.

BUFFALO

Trade in hardwoods is stronger than it was two weeks ago and most yards are finding a fair amount of business in various woods. The trouble is not so much in selling the stock as in getting hold of it. Stocks at yards are very much under what they were at the beginning of the year. Practically every sort of hardwood is very firm in price, and there is a prospect that prices will advance, especially in some particular varieties.

Plain oak leads in demand and is very strong. There is not much strength displayed in quartered oak, but it is stronger than a few months ago. Poplar is stronger than a short time ago. Other hardwoods are in fair demand. Even cherry, which has been quiet, has picked up some.

PHILADELPHIA

The prevailing cool weather in the East and the continued wet season at shipping points, have interfered materially with trading during the fortnight, and it is believed that only settled weather will relieve the situation. Sales have fallen off somewhat, and buyers realizing that shipments are uncertain, are placing orders only for actual requirements. Building work is at its minimum compared with the first four months of last year, and a general falling off in this line is anticipated for the season, a condition which is attributed to excessive operation work during the last two years. Yards are fairly well stocked and wholesale consumers are

only fairly busy. A healthy advance in trading is not expected until the presidential election is over.

The hardwood market remains steady, and prices are well maintained. Oak has been extremely scarce and prices firm, but No. 1 and No. 2 common are not as strong as they have been. All grades of chestnut hold a good position. Poplar, although a little easier than other hardwoods, keeps steady. Boxing grades of poplar and basswood are well sold, but No. 2 common poplar is a little slow. Ash keeps a good reputation and cypress is moving well.

BOSTON

A stronger feeling prevails throughout the local hardwood market. Consuming manufacturers are fairly busy but business is not up to the standard expected at this time of the year. Retail yards are placing fair-sized orders in most instances, and the demand is fair. One of the strongest woods in the market at present is walnut, prices being higher than they have been for years. Plain oak has been marked up during the past few weeks. This has tended to check the demand to some extent. Quartered oak is still in moderate call at unchanged prices. Basswood is in fair request with the tendency favoring higher prices, although there has been no actual advance here as yet. Maple is firm. The demand for cypress is fairly active and prices are well maintained.

BALTIMORE

Many hardwood men have reached the conclusion that the present year, like other presidential election years, will probably not be productive of as much activity in hardwoods as the rather brisk demand noted some time ago appeared to promise. Members of the trade are beginning to take the view that the previous interest in stocks was less the result of an expanding demand than of a scarcity of lumber and the extensive reduction in supplies developed by reason of the unusually long winter and the interruption of work at the mills. Good dry stocks are scarce. Many mills have moderately large assortments, but these are not ready for the market. Dry lumber can readily be disposed of and usually at advanced figures, though there are some divisions of the trade to which this does not apply. Wide poplar, for instance, remains quiet, even dull, and the fine grades of chestnut are not in much better shape. One manufacturer recently took the clear planks out of a lot of chestnut, but found he could get no better offer for the clear lot than he had secured for the balance. Chestnut, however, averages up fairly well. The low-grades of poplar are moderately active, box grades bringing better prices than formerly. The one unquestionably strong item on the list is oak, which commands attractive figures and rules so high that prospective buyers hesitate to place orders except for immediate needs because of the advanced figures which they are asked to pay. It is perhaps on this account that the market is regarded as uneventful and the movement rather behind expectations. No real weakness has developed in any direction, however, and there is every prospect that later on the requirements of the trade will assert themselves in an unmistakable manner.

The export trade is in an expectant mood. For the present it is being hampered here by a strike of stevedores, which has continued for weeks, and has caused much delay in the loading and unloading of vessels. All steamers are far behind their schedules, and the forwarding of export lumber and logs has been greatly retarded. The foreign situation is encouraging, and there is every prospect that when the present embargo has been removed, the movement to European ports will be active.

COLUMBUS

All grades of hardwood are in excellent demand. Prices are firm and show an advancing tendency, and inquiry is good all along the line. Orders are now coming in better than at any time since the first of the year. Furniture manufacturers and vehicle and box making concerns are in the market on a large scale, and offerings are unusually light as a result of the delayed shipments from the timber districts because of the recent floods. There is an acute shortage in dry stocks, and at times wholesale dealers are unable to fill orders. The lower grades lead in demand, and there is considerable inquiry for the higher grades. Oak is in especially good demand and the movement of chestnut is satisfactory. The local hardwood situation, barring a scarcity of dry stocks, is very satisfactory and about all that could be desired.

CINCINNATI

The local lumber market is apparently all that could be desired. Oak that has been graded as common quarter-sawed ones and twos has been disposed of to the foreign trade. Plain oak that is dry and ready to use is very scarce and almost any reasonable price can be gotton for it. Sound wormy chestnut in the heavy grades is very scarce and ordinary grades are selling well. There is a good demand for low-grade poplar, and for manufacturers' grades, but prices are held too high. The demand for wide stuff is small. Red gum is active for ones and twos, while saps and common are fast disappearing from the market, as good dry stock is not available. Ash is in good supply and white ash in five-eighth inch stock is in demand for drawer sides. The demand for hickory from the manufacturers of wheel makers' stock, is active. Both red and white birch is in fair request and the latter is scarce. Mahogany is in demand for furniture manufacturers. Buckeye and other hardwoods are in active call. Foreign agents are good buyers of oak boards, red gum, white ash and walnut.

TOLEDO

Oak and ash lead in the local hardwood market at present, and there is a very fair demand for both these woods as well as other varieties of hardwoods. Furniture factories are sending in strong calls for plain oak, and automobile and wagon industries furnish a splendid market for white ash. Owing to bad conditions in the South there is a considerable scarcity in both these materials, especially in dry stocks, and this with the increasing demand has had the tendency to advance prices. The building trades have furnished a good market within the past few days ,and prospects are good from this source. Taken altogether, the local hardwood situation for the coming season looks good.

INDIANAPOLIS

The hardwood trade in this market is probably as good as it was at this time last year, with better prospects than during 1911. Building lines, from which the hardwood interests will get a large part of their business this year, show unusual activity. Industrial lines generally, with the exception of the automobile manufacturing trade, are a little dull at this time, and there probably will be no great activity until after the national political conventions. Hardwoods are coming in more promptly than they were, shipments into the city having been delayed for some time on account of high water and flood conditions in the South.

MEMPHIS

The local demand for hardwood lumber is quite active and prices are firm, with an advancing tendency. The amount of lumber produced in Memphis and the Memphis territory during the past few weeks has been small, compared with normal, and while this lack of production will be a more serious market factor later than it is at the moment, the fact remains that it is already having its influence to some extent. There is a disposition on the part of buyers to secure their needs while stock is available, and in some cases they are making efforts to enter into engagements calling for later shipment. There is a distinct indisposition on the part of manufacturers and wholesalers, however, to sell for forward delivery, as they do not know where they will be able to get stock, and are strongly of the opinion that prices will be even higher in the near future.

The lower grades of cottonwood and gum are firm and active, with a small amount readily available as compared with the demand. The lower grades of these items are even stronger and more active than the higher. So far as the remainder of this list is concerned, there is no pressure whatever to sell and prices are altogether in the seller's favor. The situation, from a price standpoint, is more favorable now than it has been for several years, and there is no hesitancy on the part of owners of dry stock to advance quotations where the competition, at points not affected by the recent flood conditions in the valley, are not too keen.

NASHVILLE

There has been no cessation of activity on the Nashville hardwood market during the fortnight and the demand has been good for all available dry stocks, which are practically depleted. Good tides continue to make logging from the upper Cumberland river sections active, but rains have made rural roads still too heavy and the logs too wet for successful general operations by country mills. Calls have been strong from wood-working concerns, and railroads are in the market for car building and construction materials. Owing to a reported overstocking of finished goods, the furniture, wagon and vehicle manufacturers have not been as active in their demands during the past week as they were for some time.

Plain oak continues to lead in demand, and ash is a splendid seller. Quartered oak and poplar are not as active as formerly. Cottonwood and gum stocks are low, and eastern consumers are clamoring for these grades in order to fill existing orders. There has been a steady advance in oak prices, and apparently the end is not yet in sight. An expansion in the mahogany market has been noted owing to the popularity of this wood for interior work and furniture. Hickory, basswood, beech and elm have been moving well. The demand for birch and maple has decreased somewhat.

LOUISVILLE

The current situation is pronounced essentially and fundamentally strong. With the economic law of supply and demand working as inevitably and inexorably as it always does, unless there is some artificial suspension of its forces, the hardwood interests of this section are assured that one factor of strength will be supplied during the remainder of the year by the shortage of stocks. The question of chief interest, is whether the demand will hold up to normal proportions. It is declared that the demand must descend very low to equalize the shortage of

lumber, and that every indication points to the requirements of consumers being up to the usual figures. Factories have little lumber on hand, railroads will be compelled to buy right along, and while the national election and the possibility of poor crops caused by unseasonable weather in some sections will doubtless exert a retarding effect on certain lines, the general situation will not be depressed sufficiently to hold back the demand that is actually present by reason of the depleted stocks in the yards of consumers. The splendid demand for all lines at present is of course emphasized by the shortage of lumber, but even if there were a normal supply, the demand would be sufficient to absorb it.

Quartered oak is improving. Plain oak continues scarce and high. Poplar is moving out as rapidly as it can be secured, and cottonwood and gum are selling steadily at advancing prices.

ST. LOUIS

The hardwood trade is fairly satisfactory at the present time. There is a demand for nearly all the items on the list and prospects are bright for a material increase in the near future. Wide poplar, dry ash and white oak, in the upper grades are the most active sellers. Elm and cottonwood, in the lower grades, are increasing in demand, but are not selling as well as they should. The factory consumers are short on stock and stock is short in hands of dealers, all of which is helping the movement. Now that weather conditions have improved there is every prospect of an increased movement. Prices continue to be firm. This is especially noticeable on high-grade oak and poplar. Conditions in cypress are showing a general improvement, and the result is that prices are becoming firmer.

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NEW ORLEANS

In spite of the disastrous floods that cover a great part of eastern Louisiana and western Mississippi, the local hardwood trade has not suffered much. While it must necessarily be admitted that the high water has had its effect on general business in the territory thus affected, nothing alarming has happened, and a steady improvement is looked for in the near future.

The situation in the export trade is one of waiting. The cotton movement has kept up in greater volume than usual, which has delayed lumber shipments. In many cases high waters have seriously interfered with shipments from the interior. The redeeming feature of the situation is the apparent confidence in the strength of the foreign market, which is expected to furnish the basis of a satisfactory business as soon as the distributing factors are eliminated.

MILWAUKEE

The extensive rains of the past two weeks have tended to restrict the general lumber business to some extent, but as a rule, trade is very satisfactory. Building operations in Milwaukee have opened with a rush, although building in some parts of the state is not assuming the proportions hoped for earlier in the season. Local sash and door and general interior finishing plants are buying a little more readily as a result of the better demand from the building source. Stocks on hand at these plants are light, due to the fact that the buying has been of a hand-to-mouth nature for so many months. Furniture plants are placing some good orders.

Complaint is still heard on all sides regarding the shortage of hardwood stocks. Some new basswood and a very little new birch is arriving, but not in large enough shipments to make any material difference in the situation. The difficulty of buying dry lumber at first hands is naturally resulting in a stronger market all along the line. Prices in all northern hardwoods are holding firm with an upward tendency. Maple is showing more activity as the building season advances, although stocks in this line seem to be ample. Plain oak is in good request, and much more than is available could be placed. New stocks in this line will not be ready for some time, while the demand is showing a steady increase. Quartered white oak is selling well and prices show an upward tendency.

LIVERPOOL

The position of trade throughout the United Kingdom has taken a decidedly favorable turn during the present month. If only the capitalists could feel more security from labor to invest, a boom trade unequalled in the nation's history would be enjoyed. Unfortunately there are rumors of strikes in almost every trade, and the latest unrest is most serious for the timber trade, as the sawmills are involved. At this time there seems every prospect of an amicable settlement without going to the extreme lengths of a stoppage.

Mahogany sales have had an enormous effect in clearing stock, both in merchants' and brokers' yards. The certainty of increased values has made everyone anxious about future supplies, and already higher quotations are being made. Buyers of African mahogany are advised to keep their stocks well above the average. Advices from the West coast from well informed and unprejudiced quarters confirm the report that stocks are exceedingly low, while the increased freight charges make higher prices essential.

Round hickory logs have arrived only in very small quantities. The few parcels, amounting in all to 600 logs, have been swallowed up quickly and buyers here are crying out for more stock. The price of good wood continues to advance with astonishing rapidity.

No round ash of any kind is on offer in first hands, though a few small parcels are in the hands of merchants. Prices paid are higher and the market would pay 2/3 to 2/6 for the right kind of wood, Liverpool string measure.

Several large cargoes of sawn pitch pine have arrived, and have been dealt in at exceptional figures. The new docks at the north end of Liverpool, known as the Gladstone Dock, will consume immediately 8,200 logs, hence the firm position of the Liverpool market can be readily understood.

Birch logs have arrived freely and have been sold at profitable figures. Very few logs have remained unsold and practically no logs have been consigned to the yards for storage pending sale.

Poplar logs are very scarce and parcels in sixteen feet and up lengths would meet with a ready sale. Cottonwood, white gum, Hazel pine and satin walnut stocks are also fairly firm, especially in the wide widths. Some magnolia logs and lumber, which recently arrived, sold at profitable figures. Oak also shares the good news of the remaining markets, and dimension stock of various sizes gives a good opening for enterprise in the United States, especially to any one who can cut long lengths.

GLASGOW

There is very little new to report regarding the condition of trade in this market. While perhaps there is more inquiry in evidence, there is still little expansion in the actual volume of business passing. Prospects however, are reasonably good, and if no further labor troubles intervene, considerable improvement in the demand for all woods should take place as soon as the effects of the recent coal strike are over. Shipbuilding is exceptionally brisk, and the demands from this source are certain to be satisfactory for a long time to come. The only branch of the trade which is much depressed is housebuilding, and improvement in this industry is not expected for some time. The Steamship Kastalia has now finished discharging, and the lumber is of good quality and well manufactured. Most of the various lots have been sold ex quay, with the exception of some large poplar logs, and a few walnut logs. The demand for poplar logs is slow, and shippers should in all cases avoid consigning.

A feature of the arrivals this week was a cargo of Gaboon mahogany. The logs are of large size and of very good quality. It is understood that fully half of this cargo has been sold ex quay at rather poor prices. This wood is no doubt taking the place of American poplar, and is constantly being asked for, even the shipbuilders using large quantities.

Spruce continues in good request, and it is a long time since this market was so bare of stock as it is at present. The few small shipments coming to hand are snapped up at once at high prices. Oak logs are in good demand and practically no shipments are arriving. A few Japanese oak logs continue to arrive. These come here hewn, but buyers prefer the American variety, especially logs cut in West Virginia.

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Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

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WANTED—INSPECTOR BUYER

for Mississippi Valley, capable of purchasing, inspecting and shipping hardwood lumber for export. Experienced man. Address JAMES KENNEDY & CO., LTD., Cincinnati, O.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

EMPLOYMENT WANTED

EXPERIENCED

hardwood lumber inspector, thoroughly familiar with domestic and export shipments, desires connection with reliable firm. Address "BOX 56," care HARDWOOD RECORD.

POSITION AS BUYER WANTED

A thoroughly experienced, competent and intelligent hardwood man with unquestioned references as to ability and integrity, seeks a position as buyer for high-class wholesale or manufacturing institution. Wants good salary and can earn it. Would consider a connection as salesman with a reliable oak, cottonwood and gum manufacturer. Address in confidence,

"BOX 50," care HARDWOOD RECORD.

POSITION WANTED

by young man, thoroughly experienced in manufacturing end of southern hardwoods. Is a first-class all-round office man, and has had experience buying logs, sales department work and on road. Best of references and bond can be given. Address

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RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

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FOR SALE.

One carload of about 400 sets of 2½x2½—3' Sawed Oak wagon felloes, all of which are bone dry and ready for use.

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WAGON STOCK WANTED

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TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

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WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

TIMBER LANDS FOR SALE

19,000 ACRES

Hardwood timber in Louisiana, on railway; valuable land after timber removed. A flat price for immediate sale. TIBBITTS & LEWIS, Box 77, Millinocket, Me.

FOR SALE—160 ACRES

Oak and Hickory timber land, 2½ miles from Gillett, on Cotton Belt Ry. Good roads. Land does not overflow. Is located in the famous Arkansas rice belt. Address

BOX 188, Gillett, Ark.

TWO MILLION ACRES TIMBER

All kinds. Everywhere. Full particulars on request. JONES THE TIMBER MAN,
Pettigrew, Ark.

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

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Both hardwood and soft wood timber tracts. Any size desired. HILLARD C. SCHOPPE,
Cherryfield, Maine.

LUMBER FOR SALE

FOR SALE

Minimum carload 4" white ash. Address "BOX 55" care HARDWOOD RECORD.

FOR SALE.

1 car 8/4 1sts & 2nds Plain Red Oak, bone dry.
1 car 12/4 1sts & 2nds Plain Red Oak, bone dry.
3 cars 4/4 No. 1 common Ash, bone dry.
1 car 6/4 No. 1 common Ash, bone dry.
THE WALNUT LBR. CO., Indianapolis, Ind.

FOR SALE

No. 1 Com. Sap Gum, 10,000'; Strips, 3½ to 4½", 15,000'. Under the head of Tupelo; No. 1 Com., 40,000'.

PHILADELPHIA VENEER & LBR. CO., INC.,
Knoxville, Tenn.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

LUMBER WANTED

WANTED TO BUY

One car 3" 1sts & 2nds Dry Poplar. THE WALNUT LBR. CO., Indianapolis, Ind.

WE ARE IN THE MARKET

for all kinds of Hardwood, log run, at lowest cash prices delivered.

GUENTHER LUMBER CO., Philadelphia, Pa.

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WOODWORKING MACHINERY

1—55" Connell & Dengler Band Resaw.
1 Circular Resaws.
1—15" inside matcher J. A. Fay & Co. make.
1—Heavy 30x8 double surfacer.
10—2 spindle shapers.
6 Hand jointers.
2 Panel Raisers.
Various other machines.

ENGINES

Corliss:
1—10x30 Hamilton.
1—14x36 Bates.
1—16x42 Hamilton.
1 16x36 Fishkill.
1—18x42 Lane & Bodley.
1—20x42 Wetherill.
Tubular Boilers of all sizes.
Belting, Shafting, Pulleys and Hangers.

CLEVELAND BELTING & MACHINERY CO.,
Cleveland, Ohio.

FOR SALE CHEAP

Six foot Phoenix band mill, live rolls, edger, kicker, trimmer, steam feed, electric light plant, boilers, engine, filing-room machinery, lumber trucks, etc. One 18-ton Climax engine and one 10-ton Shay engine. Will sell as a whole or will divide.

All in good condition. Must sell by July 1st.
J. S. WALKER LBR. CO., O'Keeffe, W. Va.

FOR SALE

1—60-h.p. steam engine.
1—Buckeye No. 4 saw mill, cable feed.
1—26" single surfacer.
1—Two-spindle Dodd's carving machine.

J. E. HABERER FURNITURE CO.,
Lowville, N. Y.

FOR SALE—COMPLETE SAWMILL

band and rotary, steam feeds, edger, trimmer, filing room machinery, all pulleys, belting and shafting, and power plant, all in good condition. Will be priced at small percentage of its value to cash buyer. For information write "MILL BARGAIN," care HARDWOOD RECORD.

FINE OUTFIT FOR SALE CHEAP

Saw and planing mill, complete, offered as whole or piece-meal. Fine location for hardwood operation.

Sawmill, 50M daily capacity:
8'12" Clark band mill; Filer & Stowell 3-block carriage; 10" shotgun feed; 8" and 10"x5' Hill nigger; 50" Stearns edger, 4 saw; 10-saw trimmer; 6-saw slasher; 20" Mitts & Merrill hog; four 60" boilers; 16" engine; filing-room machinery, pulleys, belting, shafting, etc., erected in 1909.

Planing Mill:
54"x14' high-pressure HS&G boiler; 12x16 self-contained HS&G engine; Hall & Brown No. 66 high-speed 6x15 matcher, with profiler; circular resaw; edger; filing-room equipment; 60" slow-speed blower system; shafting, pulleys, belting, etc.; this outfit erected new in April, 1911. 40 cast-wheel lumber buggies; 2 haul-off carts.

Dry Kiln:
Standard dry-kiln, 2 rooms, each 20x104', steel foundation, and all necessary equipment; rated capacity, 40M daily.

Electric Light Plant:
8x10 Brownell engine; 16 k.w., 250-volt D. C. Westinghouse slow-speed dynamo; slate switchboard, fully equipped; inside wiring of sawmill, planing mill, commissary and office; capacity 250 lights.

Waterworks:
16x10x12 single-stroke Deane pump; 600' of 6" main; 500' of 2½ and 3" branch pipe; twelve 50' sections 2½" fire-hose.

Also offer two Bender log-carts, 8' wheels, new in 1911.

UNITED LUMBER CO., Ruston, La.

FOR SALE

One 6x10 automatic buckeye engine, belted to 15 KW Willey generator, 110 volts.

One 14x24 Tangye bed buckeye automatic engine.

Two 16x66 return tube tubular boilers.

One 50 H. P. transmission rope drive, complete.

One Kensington feed water heater.

One miscellaneous lot shafting, pulleys, hangers. LOUISVILLE VENEER MILLS,
Louisville, Ky.

FOR SALE

A three band sawmill complete, including burner, filing machinery, machine shop machinery and tools. A bargain. Address
I. STEPHENSON CO., Trustees, Wells, Mich.

FOR SALE

One 88" Merritt Veneer Lathe.
One Coe Clipper to match.
One 8 ft. Clemons Belt Sander. All slightly used. EMPIRE VENEER CO., Buffalo, N. Y.

BUSINESS OPPORTUNITIES

I BRING BUYERS AND SELLERS

together. No matter where located, if you want to buy, to sell or exchange any kind of property or business, write me. Established 1881.
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2440 Adams Express Bldg.,
Chicago, Ill.

FOR SALE—WOODWORKING PLANT

An exceptional opportunity, splendidly equipped with best machinery for all lines of woodworking. Buildings and dry kiln new. Private switch, located in good timber country in the South, in continuous operation for the past thirty-seven years. Now in operation. Address "BOX 58," care HARDWOOD RECORD.

STOP!

I am the man you are looking for. I buy stock you want to move quick. Send me that list of stock you want to close out now.

Am in the market always for goods and odd lots at the right price. J. GEO. SCHNEIDER, York, Pa.

Business Stationery
of the Finest Quality
WRITE FOR SAMPLES AND PRICES TO
SAUL BROTHERS
626 Federal Street CHICAGO

Gerlach Modern Machines
COOPERAGE STOCK
and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

COUNTERFEIT CHECKS
are frequent except where our
Two Piece Geometrical Barter Coin
is in use, then imitation isn't possible. Sample if you ask for it.
S. D. CHILDS & CO.
Chicago
We also make Time Checks, Stencils and Log Hammers.



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Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
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Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
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Established 1881
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Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

Telephone Canal 1688
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HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅜-inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 88.
Dept. C WALKER BIRD'S EYE

We Make Veneered Panels

In two, three and five ply

We do not claim to be lower in price, but we do claim our PANELS are cheaper in the long run as they

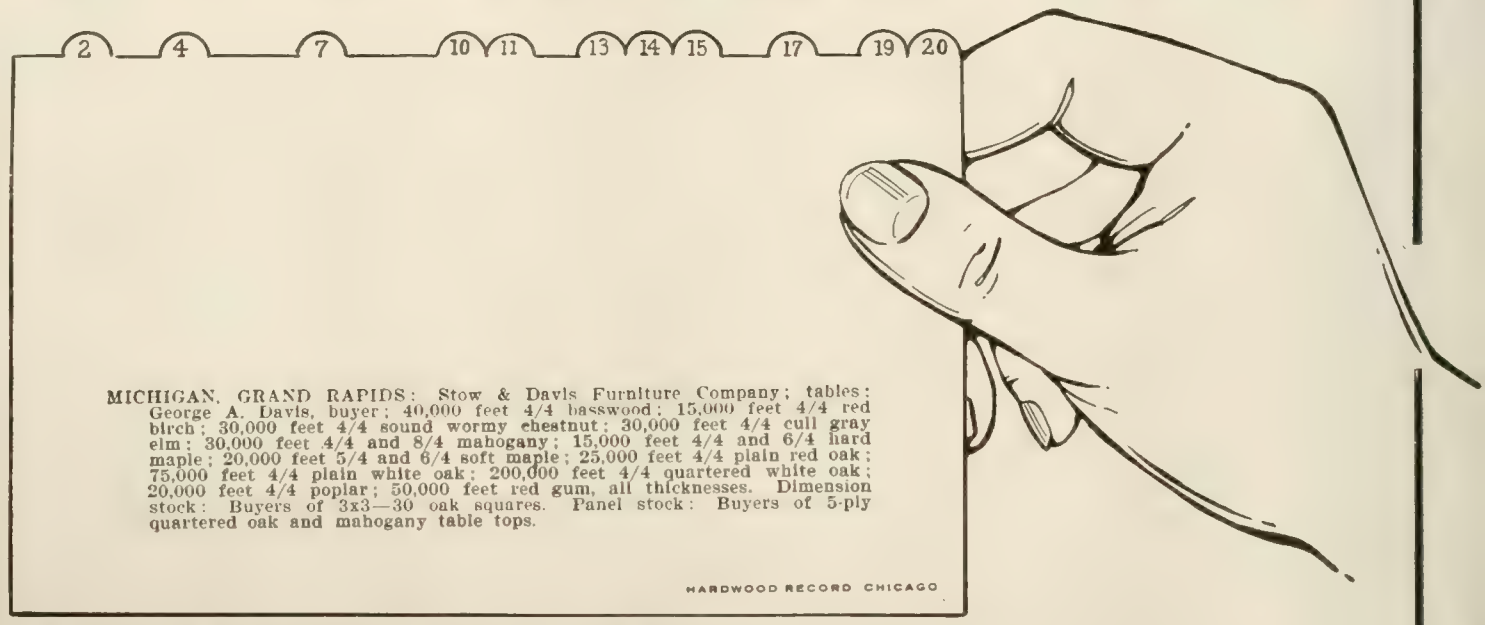
Will not come to pieces after they are in the furniture

Do you see the point?

WE make them as good as they can be made and we can sell them to you cheaper than you can make them. ¶ If you'll know the reason, seek the cause — special equipment and expert handling tell the story. That your panel making expense is larger than it ought to be, is easy for you to know if you'll make the initial effort and write us along the line of what you use. We will then send you samples and quote prices. Given such a base as that, you will soon know that there is another economy due you. ¶ It makes no difference what kind of panels you use, it is all one to us and our equipment. ¶ Just you make inquiry, that's all—the rest is up to us. ¶ In built-up panels, we supply two, three and five ply. Quarter Sawed Oak, Quarter Sliced Oak, Figured Mahogany, Plain Mahogany, Red Birch, Plain Oak, Yellow Pine, Gum, Basswood, Ash, Maple, Elm. ¶ When you do business with us you get your order quickly filled.

THE GORHAM BROTHERS COMPANY, Mt. Pleasant, Michigan

Doesn't It Look Good To You?



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

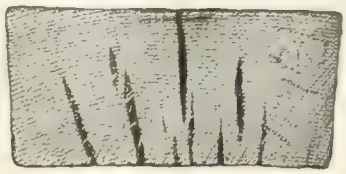
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

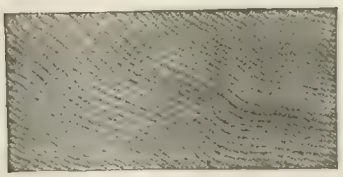
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

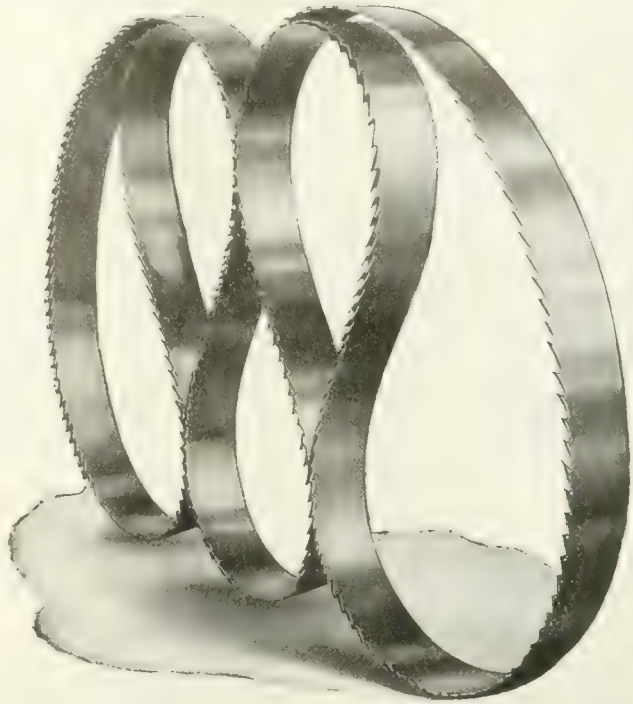
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





The Simonds Band Saws pictured above are of a size unusual to a great many of the readers of HARDWOOD RECORD. They are each nearly 46 feet long and only 5½ inches wide. Two saws are neatly folded, one inside of the other, and, as seen in the illustration, are just ready for crating and shipping from the Simonds Fitchburg, Mass., factory. Another interesting feature is that the Saws are being sent to customers in England and are to be used as log saws on English made machines. Simonds Band Saws of this kind are furnished by us for several firms in England.

SIMONDS MFG. CO.
Factories
FITCHBURG, MASS.
CHICAGO, ILL.
MONTREAL, QUE.

The price—whether high or low—paid for a Saw is always overshadowed by the results obtained.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

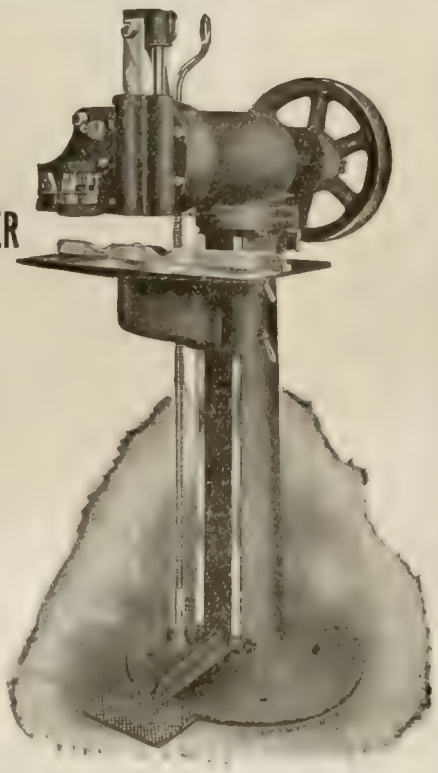
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DULUTH, MINN.

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1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE



STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS
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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

SOFT ELM
25,000 5/4 No. 2 Common
30,000 5/4 No. 3 Common
15,000 8/4 No. 1 and 2 Common

ROCK ELM
20,000 8/4 No. 2 Com. and Better
17,000 8/4 No. 3 Common

BASSWOOD
15,000 6/4 1sts and 2ds
25,000 6/4 No. 1 Common
15,000 6/4 No. 2 Common

BIRCH
40,000 4/4 No. 1 and 2 Common
10,000 5/4 No. 1 Common
50,000 5/4 No. 1 Com. and Better

MAPLE
300,000 4/4 No. 3 Common
10,000 5/4 No. 1 Com. & Bet.
50,000 8/4 No. 3 Common

WE HAVE ALSO A GOOD ASSORTMENT OF WINTER CUT STOCK WHICH WILL BE DRY IN SIXTY DAYS, AND INVITE YOUR INQUIRIES.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

SALLING, HANSON CO.

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Michigan Hardwoods

GRAYLING, MICHIGAN

QUARTERED WHITE OAK FLOORING

FORMAN'S FAMOUS

SAP CLEAR	SELECT
34,976' 13/16 x 1½"	36,026' 13/16 x 1½"
16,550' 13/16 x 2"	115,227' 13/16 x 2"
33,768' 13/16 x 2¼"	147,998' 13/16 x 2¼"
21,776' 13/16 x 2½"	56,882' 13/16 x 2½"

A low price for immediate shipment
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"Chief Brand" Maple and Beech Flooring

in ⅜, ½ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

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"The Standard" of Excellence

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BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

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Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

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BASSWOOD
OAK
ASH
ELM

VENEER

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KIEL FACTORY AND OFFICE MAIN

MELLEN VENEER AND HEADING MILL

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NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

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MAPLE
ELM
ASH
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PANELS of QUALITY
Made In THE CITY OF QUALITY

Send Your Specifications to **THE CADILLAC VENEER CO., Cadillac. Mich.**

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ROTARY CUT
GUM, POPLAR, OAK
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RED OAK
2 Cars 4/4x16" and wider 1s and 2s

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4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull

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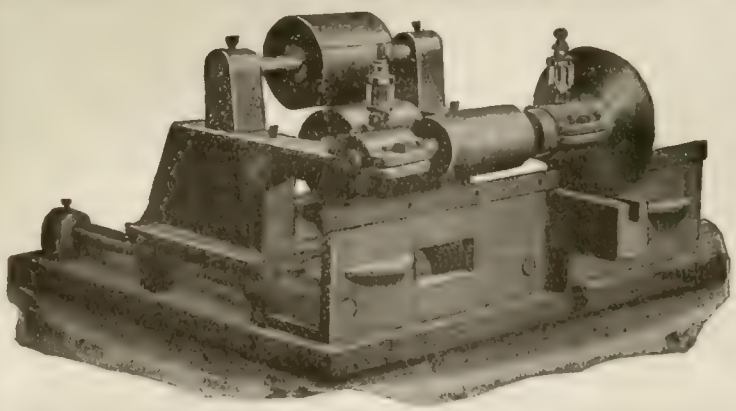
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Flooring Factories

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Complete stock of 3/8" and 13/16" in all standard widths

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We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you.

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3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
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2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
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10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
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A GUARANTEE OF PERFECTION

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Rotary-Cut Gum and Poplar

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Well manufactured, thoroughly KILN DRIED and FLAT

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WHERE THE FINEST NORTHERN HARDWOODS GROW

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Have in Shipping Condition

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ELM: NO. 2 AND BETTER, 4/4 to 12/4
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WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

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Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring.*

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SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

COSTS BUT ONE CENT

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Our green sawdust blowers are a marvel of economy. They are used on portable and stationary mills, and will blow sawdust in any direction desired from 30 to 100 feet from the mill. They do away with the expense of shoveling the dust and digging pits. In case you want to move, all that is necessary is to disconnect the pipe and remove the sawdust catcher, which can be done in a few minutes. They are sold on 30 days' approval with the privilege to return if not satisfactory. Write Today for Catalog and Prices

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IMPROVED WHITE SAW SWAGES



Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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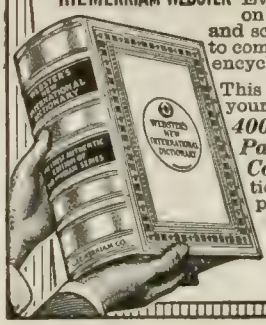
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We Want to Buy for Cash:
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OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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Buffalo wants your hardwood business and wants it because it can make it to your advantage to buy your lumber in Buffalo.

Buffalo lumbermen are experienced in the production, purchase, grouping, care and shipping of hardwoods, and this experience is at the service of every wholesale consumer of hardwoods.

We have one of the largest stocks of hardwoods held by any lumber trade center of the country. It comprises every variety of both northern and southern woods. This lumber has been selected for its high type, good sawing and fine texture.

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OF ALL KINDS
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We can ordinarily get cars set for loading within six hours. An order despatched to us from any distance within five hundred miles of Buffalo can usually be loaded and forwarded the next day.

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Specialties:
Gray Elm,
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Each board we cut receives the benefit of twenty years of quarter-sawing experience. Our timber is the best that can be found.

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DRY—Can Ship Immediately

5 cars 1s & 2s, 5/4, Quartered Red Oak
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OAK ASH GUM CYPRESS

PROCTOR **VENEER DRYER** FIREPROOF

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UNPARALLELED SUCCESS

RECOMMENDED BY ALL THOSE WHO HAVE TRIED IT

NO SPLITTING NOR CHECKING



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But We Don't Decline Orders for the Softwoods

The facilities afforded by our numerous yards, some in the heart of the best lumber districts, enable us to supply lumber requirements with a positive guarantee of prompt shipments—as well as satisfaction in quality and price.

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Correspondence Invited Regarding YOUR Requirements

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Ask us for prices

on the following list of STRICTLY SOFT YELLOW POPLAR:

1 Car 1″ Boxboards, 9 to 12″
2 Cars 1″ Selects
2 Cars 1″ Clear Saps
6 Cars 1″ No. 1 Common
2 Cars 1″ No. 2A Common
4 Cars 1¼″ No. 1 Common
1 Car 1¼″ No. 2A Common
1 Car 1½″ Clear Saps
4 Cars 1½″ No. 1 Common
2 Cars 1½″ No. 2A Common
1 Car 1½″ No. 2B Common
1 Car 2″ No. 1 Common
1 Car 2″ No. 2A Common
1 Car 2″ No. 2B Common

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South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us
for Anything
in Hardwoods

COLUMBUS **OHIO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. June 5th, 1912

DRY STOCK LIST

6/4	Ash No. 3 Common & Better	19 M
4/4	Basswood No. 1 Common	300 M
4/4	Cherry No. 3 Common & Better	10 M
6/4	Cadillac Gray Elm 1s & 2s	35 M
8/4	Cadillac Gray Elm 1s & 2s	100 M
12/4	Cadillac Gray Elm 1s & 2s	60 M
6/4	Cadillac Gray Elm, No. 1 and 2 Common	19 M
6/4	Hard Maple Step 1s & 2s	27 M
8/4	Rock Elm No. 3 Common	8 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. June 5th, 1912

1x4	Basswood No. 1 Common	10 M
1x6	Basswood No. 1 Common	10 M
1x7	and up Basswood No. 1 Common	12 M
1x6	Basswood No. 2 Common	28 M
4x4	Basswood No. 2 Common	24 M
4/4	to 8/4 Cherry No. 2 Common & Better	26 M
8/4	Cadillac Gray Elm, 1s & 2s	36 M
12/4	Cadillac Gray Elm, 1s & 2s	54 M
6/4	Hard Maple, Step	5 M
4/4	Maple and Beech, No. 3 Common	20 M
4/4	Soft Maple, No. 3 Common	7 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

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FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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Kneeland-Bigelow Co.

40,000 ft. 8/4 Basswood

This stock is thoroughly dry and was all cut for 1sts and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

40,000 ft. 6/4 Basswood

Cut in November and December, 1911. Manufactured from the best part of the log and all cut for 1sts and 2nds, but will develop about 30% No. 1 common as loaded out. We operate two mills in Bay City and we cut the 8/4 stock at one of these mills and the 6/4 at the other.

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500,000 ft. 8/4 No. 3 Hemlock

Runs 95% 6" and wider, and from 4 to 16 feet in length.

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All of the above stock is band sawn and trimmed



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Importers of Logs
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CIRCASSIAN—MAHOGANY—WALNUT

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We carry in stock and can give immediate shipment. 3 and 5 ply panels in **Birch, Oak, Mahogany**

FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

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HARDWOOD AND YELLOW PINE LUMBER

In Stock, Ready To Ship

3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

WE make a specialty of Oak Timber and Car Stock.

WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

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HUDDLESTON-MARSH LUMBER COMPANY

(Successors in Chicago to OTIS MANUFACTURING CO.)

CAN SHIP THE DAY YOUR ORDER IS RECEIVED ANYTHING YOU WANT IN

SAWED MAHOGANY

VENEER, Figured and Plain, 1/20″, 1/8″, 3/16″, 1/4″.
LUMBER, 3/8″ to 4″ 1s and 2s, No. 1 Common and Shorts.

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CANAL 1830
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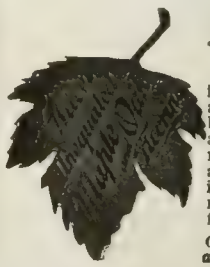
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Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

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A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

Estabrook-Skeele Lumber Co.

MANUFACTURERS AND DEALERS IN

Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

Fisher Building, - - - CHICAGO

'PHONE HARRISON 1984

Konzen, Stumpf & Schafer Lumber Co.

Blue Island Avenue and Robey St.

DEALERS IN

HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK

Kiln-dried Lumber a Specialty

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

KNOXVILLE - TENNESSEE

103,000 ft. 4/4 1s & 2s Quartered White Oak.
200,000 ft. 4/4 No. 1 Com. Quartered White Oak.
55,000 ft. 4/4 1s & 2s Plain White Oak.
60,000 ft. 4/4 1s & 2s Plain Red Oak.
668,000 ft. 4/4 No. 1 Com. Plain Red and White Oak.

All the above is Band Sawn, nicely manufactured, good quality oak and thoroughly air dried. Has been on sticks from 12 to 18 months.

10,000 ft. 4/4 1s & 2s Poplar.
60,000 ft. 4/4 Saps & Selects Poplar
15,000 ft. 4/4 Clear Heart.
250,000 ft. 4/4 No. 1 Com.
35,000 ft. 6/4 No. 1 Com.
15,000 ft. 5/8 1s & 2s.
10,000 ft. 5/8 Saps.
15,000 ft. 5/8 No. 1 Com.
10,000 ft. 8/4 No. 1 Com.
54,000 ft. 4/4, 6/4, 8/4 Common & Better Ash.
145,000 ft. 4/4 Log Run White Pine.
135,000 ft. 4/4 Common & Better Chestnut, kiln dried.

WILL SHIP IN MIXED CARS, EITHER ROUGH OR DRESSED

H. S. MIZNER, Pres.
C. C. CANNON, Vice-Pres.
J. M. LOGAN, Gen'l Manager
C. B. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We want orders for the following dry stock:

15,000 ft. 12/4 Select Poplar.
12,000 ft. 12/4 No. 1 Common Poplar.
20,000 ft. 12/4 No. 2 Common Poplar.
15,000 ft. 4/4x12" & up Select and No. 1 Common Poplar.
100,000 ft. 4/4 No. 2 Common Poplar.
70,000 ft. 4/4 No. 1 and No. 2 Wormy Chestnut.
40,000 ft. 4/4 No. 1 and No. 2 Qtd. White Oak.
30,000 ft. 4/4 No. 1 Common Qtd. White Oak.
165,000 ft. 5/4, 6/4 and 8/4 Qtd. White Oak.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK
OUR SPECIALTY

MANUFACTURERS OF
QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4 1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4 No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4 1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4 1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4 No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4 No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4 1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4 No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4 1's & 2's Chestnut, dry, good widths.
2 cars	5/4 No. 1 common Chestnut, dry, good widths.
10 cars	4/4 No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4 1's & 2's White Ash, very dry & tough.
2 cars	6/4 No. 1 common Hickory, very dry & tough.
1 car	8/4 No. 1 common Hickory, very dry & tough.
1 car	10/4 No. 1 common Hickory, very dry & tough.
1 car	12/4 No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12 4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17"
26,000 ft. 4/4 Panel & wide. No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly.

LOVE, BOYD & CO., Nashville, Tenn.

The Althauser-Webster-Weaver Lumber Co.

INCORPORATED

NASHVILLE, TENNESSEE

MANUFACTURERS OF HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

Cherokee Lumber Co.

NASHVILLE, TENN.

Manufacturers of

BAND SAWED HARDWOODS

1 car 8/4 1s & 2s Poplar, 12" & Up
1 car 4/4 1s & 2s Poplar, 18" & Up
1 car 6/4 No. 2 Common Poplar
1 car 4/4 1s & 2s Quartered Red Oak
1 car 5/4 No. 1 Common Plain Red Oak
1 car 4/4 No. 1 Common Ash

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR,
PLANING MILL PRODUCTS AND OAK FLOORING.

ST. ALBANS, W. VA.

FOR SALE

10 Cars 13-16x2¼ in. Clear White Oak Flooring.
All that could be desired in quality and workmanship.

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK,
CHESTNUT AND BASSWOOD
LUMBER.
BILL OAK, HEMLOCK, CHAIR
AND
DIMENSION STOCK.

CHARLESTON, W. VA.

3 cars 4-4 1st and 2nds Chestnut, band sawn West Virginia stock running about 60[C] o 14 and 16 ft. long, dry and ready for prompt shipment. Write for quotations.

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

Want orders for White Oak Squares, from 10 to 16 in. square and 10 to 20 ft. long.

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

YOU GET WHAT YOU BUY

TIMBER PRODUCTS

C. S. Brown

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

Peytona Lumber Company

Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).

4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).

2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).

1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only **high quality** stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand June 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
F. A. S. Qrtd. White Oak, 6″ and up				60,000		34,000	30,000		4,000			
No. 1 Com. Qrtd. White Oak, 4″ up						12,000	75,000		1,200			
No. 2 Com. Qrtd. White Oak, 3″ and up							85,000					
No. 1 Com. Qrtd. White Oak Strips						7,000	75,000					
F. A. S. Plain White Oak, 6″ and up										8,000	3,000	
No. 1 Com. Plain White Oak, 4″ and up											9,000	
F. A. S. Plain Red Oak, 6″ and up					34,000		30,000					
No. 1 Com. Plain Red Oak, 4″ and up					8,000	22,000	24,000	1,000	18,000			
F. A. S. Red Gum			90,000	125,000	3,000	50,000	140,000	8,000		4,000		
No. 1 Com. Red Gum	24,000				125,000		90,000	28,000				
F. A. S. Figured Red Gum							43,000	6,000				
No. 1 Com. Figured Red Gum							11,000	2,000				
Sap Gum Box Boards, 13″-17″							100,000					
F. A. S. Sap Gum				8,000	6,000							
F. A. S. Sap Gum, 18″ and up							70,000					
No. 1 Com. Sap Gum			5,000	20,000								
No. 2 Com. Sap Gum				20,000		8,000			2,000			
Log Run Cypress										75,000		
No. 1 and No. 2 Com. Cypress							19,000					
Log Run Elm							7,000		3,000	30,000		
Log Run Cottonwood							5,000					
Log Run Hickory												6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

We have left one cargo of Inch No. 1 and 2 Common Maple Flooring stock, all 6 ft. and longer—not to exceed 12% 1x4.

We also specialize in Piling and Logs for Textile and Paper Purposes.

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT.	12/4	LOG RUN SOUTHERN ELM
50,000 FT.	6/4	LOG RUN SOUTHERN ELM
220,000 FT.	4/4	NO. 1 COMMON PLAIN RED OAK
90,000 FT.	5/4	NO. 1 COMMON PLAIN RED OAK
87,000 FT.	6/4	NO. 1 COMMON PLAIN RED OAK
185,000 FT.	4/4	NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

MEMPHIS

THE HUB OF THE HARDWOOD WORLD

We Want To Move Quickly

THE FOLLOWING ITEMS

QUARTERED WHITE OAK
4,000 ft. SCANT 4/4" 1s & 2s—10" and up
4,000 ft. SCANT 4/4" 1s & 2s—6 to 10"
10,000 ft. SCANT 4/4" No. 1 Com.
5,000 ft. SCANT 4/4" No. 2 Com.
5,000 ft. SCANT 3/4" Com. & Better.
20,000 ft. Clear Strips—1½ and 2" wide—**Sap no defect**
40,000 ft. Clear Strips—2½ to 3½" wide—**Sap no defect**
50,000 ft. Common Strips

QUARTERED RED OAK
12,000 ft. 5/8" Com. & Better
800 ft. 1/2" Com. & Better
7,000 ft. 4/4" Com. Strips
700 ft. 5/4" No. 1 Common
2,500 ft. 8/4" No. 2 Common

PLAIN WHITE OAK
1,800 ft. 5/8" No. 1 Common
10,000 ft. 4/4" No. 3 Common

PLAIN RED OAK
7,000 ft. 5/8" No. 1 Common
7,000 ft. 5/8" No. 2 Common
15,000 ft. 3/4" No. 1 Common
15,000 ft. 3/4" No. 2 Common
35,000 ft. 4/4" No. 3 Common
7,000 ft. 4/4" Sound Wormy

RED GUM
100,000 ft. 3/4" No. 1 Common
6,000 ft. 4/4" No. 1 Common
3,000 ft. 5/4" No. 1 Common
600 ft. 6/4" No. 1 Common

SAP GUM
25,000 ft. 5/8" & 3/4" Crating
20,000 ft. 5/8" & 3/4" Strips, CLEAR
4,300 ft. 4/4" No. 1 Common
500 ft. 5/4" No. 1 Common
4,000 ft. 5/4" Nos. 2 & 3 Common
6,000 ft. 4/4" Nos. 2 & 3 Common

COTTONWOOD
15,000 ft. 4/4" Boxboards—9 to 17"
25,000 ft. 4/4" 1s & 2s, 6 to 12"
2,000 ft. 4/4" Panels, 22" & up
5,000 ft. 4/4" No. 3 Common

ASH
7,000 ft. 4/4" Nos. 2 & 3 Common
2,500 ft. 8/4" Nos. 2 & 3 Common

ELM
9,000 ft. 4/4" Log Run

WRITE US FOR PRICES

MEMPHIS SAW MILL CO.
MEMPHIS, TENN.

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

"My Customers are My Friends"

This statement was made (not for publication) by a leading hardwood dealer of the leading hardwood market, Louisville. It is typical of the attitude of those who are engaged in the business of making and selling hardwood lumber in this market.

"If I can't have the friendship of my customers, then I prefer not to have their trade," continued the lumberman referred to.

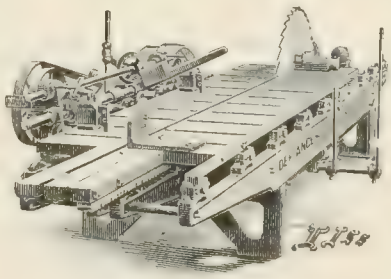
And it is to be noted that he has succeeded in acquiring both in the case of a large number of discriminating buyers.

The reason is simple. Louisville dealers are straightforward, square people, who give every purchaser 100 cents' worth of value for every dollar, and who expect and get similar treatment from those with whom they have dealings.

If you are looking for a market where you will really enjoy doing business, here is a tip: Obey that impulse, and write to

THE LOUISVILLE HARDWOOD CLUB

Edw. L. Davis Lumber Co.
W. P. Brown & Sons Lumber Co.
Louisville Point Lumber Co.
The Louisville Veneer Mills.
Booker-Cecil Co.
Norman Lumber Co.
C. C. Mengel & Bro. Co.
Ohio River Sawmill Co.



NO. 6 BOLTING SAW.

The Great Majority

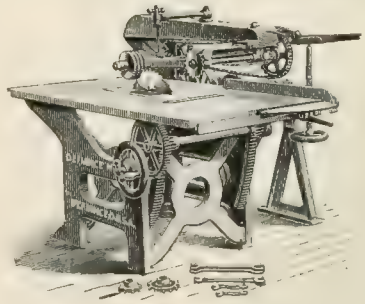
Of Manufacturers Specify

DEFIANCE

WOOD-WORKING MACHINES

THE IMPRINT OF SATISFACTION

WHY?



NO. 3 POWER FEED RIP SAW.

BECAUSE they realize that their ultimate success depends most largely upon efficiency and economy in the class of tools they install to assure them of the highest possible results.

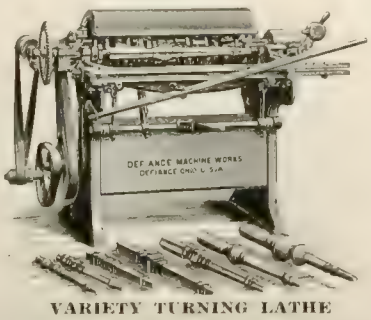
BECAUSE they have stood most rigid tests and have proven the contention of the woodworker that they have no equal.

BECAUSE the experimental stage of their trustworthiness has long since found its way to the archives of the industry.

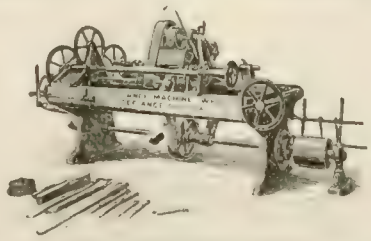
BECAUSE they are pronounced THE BEST by customers who have used them for the past quarter of a century.

Further particulars will gladly be given you upon application.

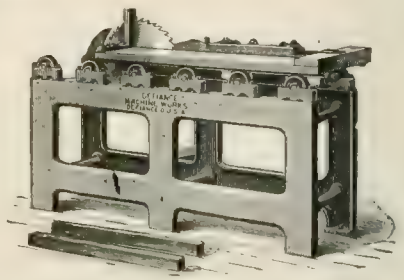
THE DEFIANCE MACHINE WORKS
414 PERRY ST., :: DEFIANCE, OHIO



VARIETY TURNING LATHE



NO. 1 COPYING LATHE



SPOKE AND HANDLE BLANK SAW

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

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Write for prices before heavy call for Spring requirements.

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4/4 Bay Poplar (Tupelo 1st and 2nds.)

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White and Red, Quartered and plain sawed, all grades and thicknesses.

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All grades and thicknesses.

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All grades and thicknesses.

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When the quality of being hard is required in Maple, Vermont or Adirondack stock should be specified. Maple will not grow harder for us than other people, but it certainly does grow harder in this section of the country than elsewhere.

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¶ Owing to other business which demands the entire attention of the owners, they would consider the sale of their veneer and saw mill plant.

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3 Cars 4/4 No. 2 Com. Qtd. W. Oak.
2 Cars 6/4 Com. and Bet. Qtd. Red Oak.
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Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Editorial Comment

General Market Conditions

In spite of the healthy condition of the hardwood trade in chief consuming markets, and a general belief that there is a bulge in prices in the majority of woods, it is scarcely a safe deduction in analyzing the situation as a whole. To be sure plain oak, both red and white, is very scarce, and prices are ranging stronger than ever before in the history of the woods. Quartered oak has materially improved in appreciation and price. Red gum, cottonwood, mahogany, poplar and many of the northern woods are stronger in demand, but probably more than seventy-five per cent of the total of all kinds and grades of hardwood lumber manufactured have not yet achieved anything but the most modest advance in price. HARDWOOD RECORD makes this deduction in the belief that it is not only true, but that it is the wise statement to make in view of the increasing effort that will be made toward wood substitution if hardwoods achieve a reputation of commanding a radically higher and possibly unjust price by reason of a shortage of supply. It is believable that the general sentiment among manufacturers and jobbers is that it is wiser to accept very modest profits on hardwoods rather than to force prices to a point that will induce substitution which in the future will be hard to dislodge.

Trade generally is in a very healthy shape, and sources of supply are developing that will surely take care of all the necessary requirements during the summer, and until lumber at present being sawed will be fit for consumption. There is no reason for a scare over inability to obtain reasonable quantities of supply for all legitimate uses during the summer.

The call for hardwoods for the next few months undeniably will lie largely in construction work, railroad and other corporate requirements, and for interior finish. As is well known to the majority of the trade, the furniture manufacturing business is comparatively dull, and is likely to remain so for the remainder of the year.

Observations of the Editor

The Recent National Hardwood Meeting

By reviewing the complete report of the proceedings of the annual meeting of the National Hardwood Lumber Association, held in Chicago on June 6 and 7, it will be a distinct disappointment to many elements of the trade to note that nothing was accomplished towards improving and clarifying the hardwood inspection situation. This one important feature of the hardwood industry has been before hardwood manufacturers, hardwood jobbers and hardwood consumers for more than fifteen years, and it would seem to be a subject no nearer solution today than it was when many earnest and honest men undertook to solve it, and have since indefatigably worked to accomplish that end.

Outside of a very delightful social function, probably as agreeable a one as ever was held in the industry, considering all the good actually achieved towards solving the problems that involve the paucity of profits in the hardwood business today, the visitors might just as well have remained at home. With equal pertinence this same observation might be made concerning the annual meeting of the Hardwood Manufacturers' Association of the United States held early in the year. Ninety-nine per cent of the manufacturing, jobbing and consuming element of the hardwood industry is practically a unit in its desire that a single and satisfactory standard of hardwood inspection for universal application shall prevail, but there seems to be little hope of this accomplishment.

The Retiring President of the National

In the annals of lumber association history, probably no president of lumber organizations has retired from service in such a blaze of glory and general appreciation by the rank and file of its members as has F. A. Diggins of Cadillac, Mich., who has just relinquished the office of chief executive of the National Hardwood Lumber Association. He is the best presiding officer a lumber organization has ever had. His bitterest enemy, if he has any enemies, can in no wise criticize any ruling he has ever made from the chair. His decisions have been the acme of fairness.

Mr. Diggins has been an indefatigable worker for the association, and no man has ever sacrificed more of his time and energies in an honest attempt to carry out the wishes of the majority of his associates. To him the association is largely indebted for its wonderful increase in membership during his incumbency of office, for he has given it a reputation for an intent of fairness that it never before attained. That he failed to harmonize all elements of the trade [illegible] endorsement of a single standard of inspection [illegible] worked

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disappointment to many, considering the man's wonderful talents as an organizer, politician and diplomat.

Mr. Diggins is a comparative newcomer in lumber association history, for, save being president of the Michigan Hardwood Manufacturers' Association for two terms, he never before manifested any interest in association work. The success of the Michigan organization was so marked that he became the logical head of the National organization, with which it is allied on inspection matters, and has served for two terms. More than a year previous to his election, through his argumentative abilities, he succeeded at the Atlantic City meeting in becoming the leader of a movement resulting in materially modifying the inspection rules of the National association, in the face of a decree of the organization that the rules should not be amended for several years thereafter. Since that time he has been manifestly a "standpatter" on the National inspection rules, and has lent little influence towards any modification of them that would insure a consolidation of all existing regulations covering the inspection and measurement of lumber.

Mr. Diggins is a man of ideas, convictions and strong moral courage, which he has manifested many times during his incumbency of office.

The New President

Than Charles H. Barnaby of Greencastle, Ind., the new president of the National Hardwood Lumber Association, there is no man in the trade with a cleaner record, more beloved, and more highly respected. He has been a dominant factor in the National association's work since the inception of the organization, and it is only by reason of his extreme modesty that he has not long since been honored with the office of chief executive. Mr. Barnaby was born and trained in a lumber atmosphere and has been allied with the hardwood industry since his earliest years. His father was a sawmill man, and in 1882, when Mr. Barnaby was twelve years old, the family moved to Greencastle, Ind., where lumber operations have since been carried on by his father during his lifetime, and latterly by the son.

Charles H. Barnaby was educated in the common schools of Greencastle and attended the high school in that city for one year. In 1887 his father died, leaving him and his brother dependent solely upon themselves for a livelihood, and hence he had to abandon the completion of his school training. He and his elder brother operated the Barnaby mill under the name of Barnaby Brothers until 1898, when he bought his brother's interest. Since that time he has had sole control.

Mr. Barnaby is a leading manufacturer of Indiana oak and other hardwoods and of oak veneers, and is an important factor in the trade. For years he has been allied with the Indiana Hardwood Lumbermen's Association, of which he has been president, and also with the National Veneer & Panel Manufacturers' Association, and with the allied Sawed Veneer Club, which forms a part of the latter organization.

Perhaps the slogan "on the level" may be as aptly applied to Mr. Barnaby as to any man in the hardwood industry. Quoting from a sketch of Mr. Barnaby published in HARDWOOD RECORD, January 25, 1909: "Such is his standing with the trade that he has very little difficulty in marketing his output at the highest market prices. If Mr. Barnaby tells a buyer he has a certain grade of lumber, or a certain quality of veneer to sell him, the buyer knows he is going to receive exactly what is represented. He therefore has the advantage of a reputation of square and upright dealing, which makes doing business a simple proposition for him; in fact, if an analysis were made of Mr. Barnaby's worth in this world, no matter what his material wealth might be, a commercial report should set down as his chief asset his reputation for uprightness, probity and fair dealing.

"In the best sense of the word, Charles H. Barnaby is a 'good fellow.' He is one of the rare types of good fellows who knows how to be one without making an ass of himself. He is kindly in disposition, frank in speech and enthusiastic over everything that makes for the good of his fellows, and hence his popularity is well deserved."

Notwithstanding the foregoing encomiums of Mr. Barnaby, which HARDWOOD RECORD wishes to reiterate and emphasize, through his environment, association, education and utterances, it is sane to believe that he is thoroughly obsessed in the belief that "whatever is, is right" in connection with the affairs of the National Hardwood Lumber Association, and will closely follow his predecessor in office as an absolute "standpatter" on the subject of grades, and hence there is little hope of any compromise movement emanating from him that will insure the cooperation and alliance of the other chief hardwood lumber association of the country, and those that are outside of both organizations.

The National Veneer and Panel Manufacturers' Association

respectfully invites every veneer and panel manufacturer to be present at its

Semi-Annual Convention

to be held at

Auditorium Hotel, Chicago, Ill.

June eleventh and twelfth
Nineteen hundred and twelve

T. L. Carroll, President
L. W. Oelbaugh, Secretary

The Spirit of the Convention

As is well known, the National Hardwood Lumber Association is made up jointly of hardwood manufacturers and hardwood jobbers. In its inception it was practically a hardwood jobbers' movement, but latterly manufacturers were induced to come into the association in considerable numbers, until latterly it has been supposed that the two elements of the trade were about equally divided in membership. The rules of the association, in common with that of other lumber organizations, have been a matter of evolution, of compromise, and of change ever since the organization was started, with the result that, say what you will about this set of inspection rules or any others, they are a good deal involved and difficult of interpretation. Competent inspectors allege that no hardwood rules in existence can be applied a second time to the same car of lumber by the same inspector with a surety of duplication within four per cent, or double that percentage, owing to their complicated character.

The jobbing element of the association has resisted any change in rules since the Buffalo meeting of 1905, and the only considerable change that has prevailed since that time has been at the urgent insistence of the manufacturing element, which was accomplished two or three years later at the Atlantic City meeting. This year an attempt was made by the northern manufacturing element to have the inspection bureau committee commend numerous radical changes in rules, but this committee reported to the convention a series of changes that could scarcely be called radical, although in some particulars they might be so analyzed, but by a vote of more than two to one, the report of the committee was rejected and the rules of the organization continue to stand about where they were. The vote showed that the jobbing element was a unit in not being willing to permit any change being made in the inspection rules, and voting

with it were a very few manufacturers who were either exporters, having little interest in domestic trade, or so closely allied in their business with the jobbing element as to make them almost a part of that interest.

It would seem in analyzing this situation that the jobbing element was not so afraid of the changes proposed by the inspection rules committee at this time as it was that the amendments would prove an opening wedge to insure further and more radical changes at future meetings. As a matter of fact, as recounted in an editorial in last issue of HARDWOOD RECORD, the jobbing element of the hardwood industry, through the paucity of profits that has obtained in the merchandizing of hardwoods during the last few years, has become afraid of its elimination from the trade. The jobbers fear the manufacturers are attempting to go past them and market their product direct to the wholesale consuming trade. Today the hardwood merchant is fighting for his wages; he is fighting for a living. Undeniably there is no little manifestation of selfishness in the attitude of this portion of the trade, because it has thus far failed to consider that during the last few years the manufacturers of lumber have also suffered such a diminution in profits of their business as to make the manufacture of hardwoods in many instances a profitless undertaking.

The jobber feels that any change in grades means a lowering of grade, and hence his inability to be able to re-assort and find any "picks" in any grade for which he can get anything higher than a standard price. He feels that a change of grade eliminates the possibility of manipulation, and hence his surpassing interest in this convention was such as to call forth the attendance of the majority of the members directly interested in the jobbing trade, which substantially outvoted the manufacturing element.

Which element of the trade is right, and which is wrong in this important controversy over what are to be considered just grades and measurement of hardwood lumber, HARDWOOD RECORD does not care to assert, but to paraphrase the recent observation of a leading director of industrial research: "If anybody were to ask me, I should confess that I have for 'things as they are' in the hardwood industry, but little liking and less respect."

This observation in no wise refers to the particular hardwood association under discussion, but to the totality of the entire disorganized, uneducated and inefficient system that prevails in hardwood logging, lumbering, inspection, sale and distribution.

A Word in Conclusion

The editor of HARDWOOD RECORD does not want any reference made to the foregoing editorial in any wise to be construed as a criticism of any lumber association or any man connected therewith. He does not want to pose as a critic. His ambition in life is to so conduct this publication that it shall assist in the betterment of every condition surrounding the industry. He wishes to repeat the aphorism "nothing is settled until it is settled right," and to insist there is a reward in doing business right that is fully worth the effort. Practically every friend he has in this world is allied in this great industry, and if by any chance he makes any suggestions concerning it, it is intended for its betterment, and out of the unselfish regard and affection he bears every man in the trade whose ambition it is to do business "on the level."

The Editor on Vacation

Following his usual custom, the editor of HARDWOOD RECORD leaves in a few days for a health-seeking, camping, tramping and picture-making expedition within the government's new Appalachian Park in eastern Tennessee, a few miles from where he and his friends were encamped last year.

"I meant to do my work today,
But a brown bird sang in the apple tree
And a butterfly flitted across the field,
And all the leaves were calling me."

You have all heard about "spring fever" and its effect on many people. Some attacks of spring fever take the form of an insane desire to play golf, others to go fishing, others to hike to Europe—few to stick to their jobs. The particular form of spring fever which assails the editor of HARDWOOD RECORD at this time of the year is an irresistible desire to go down into the "unknown land" at the Great Smoky mountains, which region he loves wholeheartedly, where he can regain strength and energy, and attempt to attain the sanity of thought that is essential to all good newspaper men. So in the words of Richard Le Gallienne "the leaves are calling me," and besides the leaves there are the brooks, pure air, great trees, the trout, the birds and the flowers—to say nothing about a bunch of good chums, who also love the forest as God Almighty made it, and everything it contains.

Friends of the editor are advised they can reach him with mail addressed to Camp Gibson, Elkmont, Sevier County, Tenn., and with telegrams (which will be forwarded by telephone and messenger) in care of the Little River Lumber Company, Townsend, Tenn.

Lumber Sales Managers' Association

The work of the Lumber Sales Managers' Association is going diligently on, and a vast amount of work is being accomplished through the office of Secretary E. H. Klann. The directors of the association met at the Lumbermen's Club of Chicago on the afternoon of June 7 for the purpose of discussing ways and means of increasing the membership of the organization. The association is so evidently a factor for the betterment of the industry and trade ethics, that the work of building up its membership should be practically automatic. It is an organization which is in a field absolutely by itself, conflicting in no way with any other association work, and yet its idea would certainly indicate that it can accomplish a vast amount of good if properly supported.

The association maintains a bureau on surplus stocks, market values, and credit information, which ought to be worth, to anyone interested in the marketing of lumber, a great many times the cost of membership. Membership carries with it the privilege of sharing the experience of a great number of the most noted manufacturers and wholesalers of forest products in the country. From this point of view alone, it should appeal to everybody looking toward increased sales and better market conditions.

Its idea, looking toward the general education of the salesman, should appeal to every lumber sales manager, and there isn't a man connected with the lumber business who is not aware of the fact that large numbers of so-called salesmen representing lumber firms are traveling the country and doing a vast amount of harm to the general trade because of their absolute lack of any knowledge of the goods they are selling. The Lumber Sales Managers' Association aims to give them this knowledge. It will further, through the unification of selling methods, visibly reduce selling costs. There is no room for argument in this particular, inasmuch as any fair-minded man will grant that with sales conducted on a uniform basis, the average cost will be reduced. Another feature which a good many people have overlooked is the fact that it is an organization for the benefit of both manufacturers and wholesalers.

The principal benefits to be derived from this organization are so evident, and so numerous that a good many pages could be written about it, but for the benefit of those interested, they will be able to get this information in a concise form by writing to Secretary E. H. Klann at the executive offices, 819 Fisher building, Chicago, for his leaflet entitled "What is It." This shows you just wherein the Lumber Sales Managers' Association can help you as a sales manager, and it is surely a worthy cause and should be well supported.

Lumber Fire Losses

The Lumbermen's Underwriting Alliance in its monthly bulletin states that the lumber property losses in the United States and Canada during March, 1912, were $673,500, and in April $760,000. The Alliance makes numerous suggestions towards additional safeguards to prevent fires, and especially cautions operators in the flooded district that the receding water will leave much debris which will dry out quickly as the heat increases and rains cease. It says every effort should be made to get rid of this rubbish as soon as the ground becomes dry enough to permit its removal. Strong winds frequently prevail until the middle of June, and grave danger will exist of sparks being carried into this combustible trash, and in turn from fires thus started, into mills or lumber yards.

Pert, Pertinent and Impertinent

Contentment

I may not have the strength to bear
  The heavy burdens of the day.
With stronger men than I to fare
  And brave the thickest of the fray.
But I can play my little part
Each day with cheerfulness of heart.

It may be I was not designed
  For leadership or splendid deeds,
But somewhere surely, I can find
  A task that just my service needs;
A burden I can bear alone,
That calls for just what strength I own.

And so, though I may miss the heights
  That stronger men than I attain,
And fail to win the world's delights
  That men, more able than I, gain,
If all my efforts have been fine,
Their glory is no more than mine.

—*Detroit Free Press.*

HARDWOOD PRICES



Anxious Mother: "Don't climb too high; you might fall."

But He Hoped To

Two Northerners, traveling in the mountains of Kentucky had gone for hours and hours without seeing a sign of life. At last they came to a cabin in a clearing. The hogs lay in their dirt holes, the thin claybank mule grazed round and round in a circle to save the trouble of walking, and one lank man, whose clothes were the color of the claybank mule, leaned against a tree and let time roll by.

"How do you do?" said one of the Northerners.

"Howdy?"

"Pleasant country."

The native shifted his quid and grunted.

"Lived here all your life?"

The native spat pensively in the dust. "Not yit," he said languidly. —*Crocker Quality.*

Easily Proved

Lady (to small boy who is fishing)—"I wonder what your father would say if he caught you fishing on Sunday."

Boy—"I don't know. You had better ask him. That's him a little farther up the stream." —*Lippincott's.*

That Chunk of Ice

"Yes, sir," said the suburbanite, "I found a hailstone as large as a goose egg on my back porch this morning, and——"

"Get out!" exclaimed his one man audience. "You must have been dreaming."

"Something like that," admitted the other. "I discovered later that the iceman had left it."

Extremely Beneficial

Wife—"So you really imagine smoking benefits you."

Husband—"I know it does. Your mother leaves the room every time I light my pipe."

Good Argument

"Kindly release my hand, Mr. Wombat. I could never learn to love you."

"How do you know you can't, if you won't try a sample lesson?"—*Louisville Courier-Journal.*

Wasn't Any

"This is what we call continuous vaudeville," explained the city man.

"Oh, I see," exclaimed the country cousin. "No wonder I couldn't get the drift of the plot." —*Louisville Courier-Journal.*

Could Not Stand for That

"How in the world did you get Miss Tart to consent to marry you?"

"Do you think it strange that any one should wish to marry me?"

"No-o, but she told me she wouldn't marry you if you were to ask her on your bended knees."

"I did not ask her to marry me, I dared her to."—*Houston Post.*

Truth crushed to earth may rise again, but it's apt to stay down long enough for a lie to get away with the goods.

Many men would like to live on both sides of the globe at once and run their business night and day.

No Eye for Effect

Bridget—"Phwy did ye paint a thing like that?"

Artist, an impressionist—"That! That is my exhibition picture 'A Symphony in Brown.'"

Bridget—"Sure I thought it waz a picture of the shpot I burned in y'r shirt bosom wid a hot iron."—*New York Weekly.*

A Quite Natural Hesitancy

Mr. Brown, looking for his wife, asked the cook:

"Bridget, can you tell me of my wife's whereabouts?"

Bridget, evidently embarrassed, hesitated before replying, "I think they are in the wash, sorr."

The Meanest Man

Diner—"I suppose you are accustomed to getting very large tips."

Waiter—"Yes, the patrons here are very generous."

Diner—"Then you can easily overlook the trifling one I am compelled to give you."—*Philadelphia Evening Telegraph.*

National Hardwood Annual

The fifteenth annual convention of the National Hardwood Lumber Association was held at the Hotel Sherman, Chicago, on June 6 and 7, and brought out the largest attendance of any meeting of the association that has ever been held. The Chicago weather man was particularly kind to the visiting lumbermen, as the weather was delightfully cool and ideal.

The Lumbermen's Association of Chicago acted as host and was praised by the association for the splendid manner in which it fulfilled its self-imposed task. Every detail of entertainment for both the delegates and visiting ladies was not only lavish, but alluring, and if any visitor did not have a good time at the meeting it certainly was his own fault.

The first meeting was called to order at 10:30 a. m. in the big convention hall of the Hotel Sherman on Thursday, President Fred A. Diggins presiding.

The president introduced Hon. Lawrence E. McGann, commissioner of public works of Chicago, who represented his honor, Mayor Carter H. Harrison, and delivered an able address of welcome.

Following, Frederick L. Brown, president of the Lumbermen's Association of Chicago, was introduced and welcomed the guests on behalf of his organization in one of his timely and well-chosen speeches.

In response, Hon. John M. Woods of Somerville, Mass., was introduced and made a humorous speech of appreciation, which was much applauded.

Thereafter was presented the address of President Diggins as follows:



CHARLES H. BARNABY, GREENCASTLE, IND., NEWLY ELECTED PRESIDENT OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

President's Address

Gentlemen of the National Hardwood Lumber Association: That the National Hardwood Lumber Association has the largest direct and active membership of any lumber association in the world, and that with one exception, it is the oldest national lumber association in this country, are matters of common knowledge among those who are interested in the hardwood trade, but I do not think any harm can come from a reiteration of this statement, and it may result in giving us a better standing with our hosts.

In connection with that, I wish to make another statement to the effect that this, our fifteenth annual convention, is attended by the largest number of men interested in the hardwood lumber industry that was ever present at a meeting of any lumber association in this country at any time or place.

I wish to congratulate the members of the Chicago Lumbermen's Association, and our local members, who have done such efficient work, upon the assured success of this meeting from the standpoint of attendance. They are entitled to our congratulations and sincere thanks, for they have done their work well.

This is a remarkable meeting, not only because of its size, but because the members present represent every element of our great industry.

The members who are purely manufacturers are here in large numbers: the members who manufacture, and in addition to selling their own output, buy and sell other lumber, are here; the members who do not manufacture any lumber at all, but who buy and sell quantities of it, and are purely wholesalers, are here, as well as the members who consume a portion of their output or purchases, in their factories, and sell the balance of it. All of these that I have enumerated are properly classed as manufacturers or wholesalers, and are eligible to membership.

Although this association was incorporated under the laws of this state more than eleven years ago, it was not intended that it should ever make money for anybody, and no certificates of stock were ever issued. We are not here as stockholders in a profit-sharing or dividend-paying corporation, hoping that by wiser legislation or abler administration, we may increase our earnings, because contrary to usual present day efforts, we do not expect or even desire to earn anything except the entire confidence, good will and cordial support of the trade. We will not discuss or have anything whatever to do with the amount of any kind of lumber that shall be produced in any locality; with the amount or kind that shall be sold in any territory; with the form or conditions of any contract providing for the sale or purchase of any kind or quantity of lumber; and finally, nothing to say or do concerning the price or terms of sale.

The law of supply and demand will always establish the price at which a thousand feet of firsts and seconds, number one, two or three common, may be sold, and our only function is to say what shall constitute a thousand feet of firsts and seconds, number one, two or three common, in the exchanges between producer and wholesaler, or consumer. We should do this with a full realization of the fact that the real intrinsic worth of the lumber, and not our classification of it, will eventually determine the value of any grade we may describe, and that if we raise or lower an existing standard, a corresponding increase or decline in price must naturally follow such legislation.

At least this is my theory, and I believe that it is the one accepted by a large majority of the trade. There are undoubtedly some consumers who imagine that if different inspection rules were adopted, it might be possible for them to get a better grade of lumber at the same price; and possibly there are some producers who imagine that the rules could be changed so that they might obtain the same price for a poorer grade of lumber, but I do not believe that either of these theories is based on sound reasoning, or that many lumbermen expect a result that would be equivalent to lifting one's self over a fence by tugging at his boot straps.

There have been so many requests for amendments to our rules filed this year that I wonder whether or not it is possible that the spirit of agitation and unrest that permeates the politics of today has not invaded the industrial world as well, and if some of our members may not have been unconsciously influenced by it. At all events, we appear to have some members, none of whom are present, who believe that we should change some rules in order that we may be regarded as progressive, a term, by the way, that is more frequently a misnomer than otherwise when applied to certain acts and policies bearing that label.

We also have some absent members who would not change the phrase-



ORSON E. YEAGER, BUFFALO, N. Y., FIRST VICE-PRESIDENT



J. V. STIMSON, HUNTINGBURG, IND., SECOND VICE-PRESIDENT



J. M. CARD, CHATTANOOGA, TENN., THIRD VICE PRESIDENT

ology of a single rule, because they are satisfied with the practical operation of those now in force.

I confess that if I had to choose between the radicals and ultra conservatives in this association, I would unhesitatingly stand with the latter, because a satisfactory business has been, and can still be, successfully carried on under the existing rules, while experiments and untried theories are always of doubtful value, and many times prove detrimental to good business.

However, I am confident that the members of this association, who belong to both of these classes, the radicals and ultra-conservatives, would constitute but a small minority of its membership, and that the vast majority of us are conservative radicals or radical conservatives, as you choose, who believe that it is unwise to make frequent changes in grade standards, but who also appreciate the fact that changed conditions may make changes in rules necessary or at least desirable.

We have a splendid committee on inspection rules, and all of the proposed changes have been thoroughly considered by that committee. All those outside of the committee that wish to be heard have had an opportunity to appear before it and express their own views, and I am confident that when their report is presented it will meet with the approval of a majority of the members present.

Did you ever consider or analyze the membership of this committee to satisfy yourself as to whether it was fairly representative of the association and the different interests it embraces, or not?

Let us do so now for fear you have not.

It consists of nine men who have been selected because of their high character and standing in their own communities, and their peculiar fitness for such work.

Five of them reside north of the Ohio river, and the remaining four south of it; three of its members are distinctly wholesalers; three others are purely manufactuers, and the other three are engaged in both manufacturing and wholesaling. Of the six members who wholesale, either wholly or in part, two handle northern woods almost exclusively; two others handle both northern and southern woods freely, and the remaining two buy and sell southern woods almost exclusively. Among the six who manufacture wholly or in part, I believe that only one or possibly two are cutting the northern woods, while five are interested in the manufacture of lumber south of the Ohio river.

With a committee that is so nicely balanced as to interests and location, backed by years of experience, are we not warranted in expecting a report that will be satisfactory?

Whether or not any of the suggestions or thoughts that I have offered meet with your approval, I caution you not to forget that our membership is comprised of more than one element of the trade, and that we have been able to withstand and outlive all competition, because each element has been fair and recognized the rights of the others, to the end that our rules have always been approved by practically a unanimous membership.

It is my firm conviction that any departure from this established policy would operate to create a division in our ranks, and have a tendency to undo all that we have accomplished by years of united effort.

It is not my purpose to burden you with statistics because Secretary Fish has prepared a very complete report of the doings of the association which you will hear a little later.

I cannot refrain, however, from stealing a little of his thunder and telling you now that we have passed the eight hundred mark membership.

From May 1, 1911, to May 1, 1912, our men officially inspected 132,844,256 feet of lumber, which is a monthly average of over eleven million feet, and means that for every fair working day during the year, our inspection bureau issued certificates covering the inspection of nearly a half million feet of lumber.

We have been obliged to provide additional men in several places, and have also placed men in new localities, and at this time there is not a producing center or a market of great prominence in this country where it is not possible to obtain official national inspection on your lumber; nor is there a market in which you can not obtain all the lumber you want of any variety on national inspection.

During the year mentioned reinspections have been demanded on inspections covering 1,386,172 feet, or a trifle over one per cent of the total amount. These reinspections have shown that the errors in judgment, if any, made by our deputies have amounted to less than four per cent in over two-thirds of the cases mentioned, and that on inspections involving only 408,848 feet has there developed a difference of four per cent or more.

We have paid claims amounting to $1,167.37 in settlement of the errors made by our deputies in inspecting over 130 feet of lumber.

STATEMENT OF REINSPECTION FOR YEAR ENDING APRIL 30, 1912.

	Total Amt. Reinspected.	Within 4%	Over 4%
May, 1911	114,639 ft.	23,306 ft.	91,333 ft.
June, 1911	139,828 ft.	75,750 ft.	64,078 ft.
July, 1911	124,951 ft.	117,285 ft.	7,666 ft.
August, 1911	124,507 ft.	73,523 ft.	50,984 ft.
September, 1911	143,645 ft.	114,196 ft.	29,449 ft.
October, 1911	70,235 ft.	45,827 ft.	24,408 ft.
November, 1911	114,114 ft.	80,066 ft.	61,048 ft.
December, 1911	96,006 ft.	84,097 ft.	11,909 ft.
January, 1912	78,436 ft.	78,436 ft.	.....
February, 1912	80,604 ft.	80,604 ft.	.....
March, 1912	112,982 ft.	105,079 ft.	7,903 ft.
April, 1912	159,225 ft.	99,155 ft.	60,070 ft.
	1,386,172 ft.	977,324 ft.	408,848 ft.
	.01%		⅓ of 1%

Claims on reinspection paid by the association from May 1, 1911, to May 1, 1912 ..... $1,167.37

Amount collected by the association on these claims and credited under "Inspection Fees" 563.75

Total loss to the association on reinspection claims ..... $ 603.62

While this is a most favorable showing and one of which we should feel proud, we do not claim that we have reached perfection, and we promise our patrons still better service, and still greater accuracy, if it is possible for human intelligence and careful administration to accomplish such results.

I regret to state that we occasionally receive complaints that some members are yet inclined to resort to dishonorable methods, such as invoicing larger amounts than shipments actually contain; substituting other stock for that shown the purchaser and expected by him; shipping one grade and invoicing something else, etc., etc. When I assumed the office of president of this association, I stated that we did not claim that a membership in it would make a dishonest man an honest man, but that we did propose that our members should deal honestly or forfeit their membership. This is and will continue to be the policy of our association, I am sure, but you must remember that your board of managers cannot assume that a member is guilty of dishonorable conduct and demand his resignation without proof to corroborate your statements and show that the accused member really intended to be crooked.

It is my duty to report to this convention that your executive committee, acting under the authority of a resolution unanimously adopted at Memphis last year, did hold a conference with a like committee from the Hardwood Manufacturers' Association of the United States in this



F. A. DIGGINS, CADILLAC, MICH., RETIRING PRESIDENT



FRANK F. FISH, CHICAGO, SECRETARY-TREASURER.



F. S. UNDERHILL, PHILADELPHIA, PA., DIRECTOR

city, during last September, in an effort to agree with them on a single set of grading rules which should be adopted as the standard for both associations.

The meeting was most harmonious and resulted in an amicable arrangement on all details connected with the proposed agreement. A joint meeting of the inspection rules committee of each association was called to meet at Louisville in October, at which time it was confidently expected that all differences would be reconciled. Those present were so confident of success that the executive committees were instructed to be present also, to ratify the compact at once, and call special sessions of the associations at interest for the purpose of permanent and official ratification.

It is with extreme regret that I am obliged to report that in spite of the fact that members of both associations worked earnestly and honestly to agree, we did not succeed. It developed that the members of the Manufacturers' Association stood unyieldingly for inspection from the best face on all grades, while the representatives of our association did not feel justified in approving and agreeing upon a proposition which involved so radical a change.

We adjourned without any acrimonious debate and I am confident that there was real regret over our failure to agree upon the part of the representatives of each association.

This was a hopeful circumstance, and my belief that an agreement would ultimately be reached has since been strengthened by a statement made before the National Wholesale Lumber Dealers' Association convention at Louisville, by the president of the Hardwood Manufacturers' Association. I will quote literally from the speech which I listened to with pleasure:

There appears to be an impression that we grade lumber from the best side of the board and the best side only. There is absolutely nothing in our rules that would possibly admit of any such interpretation.

It would seem from this official utterance that they have receded somewhat from the position assumed by them at the time of our conference.

We have an official stenographic report of the two meetings I have described so that my statements may be corroborated if necessary.

I do not feel that I should make any recommendations for the future conduct of this association, as my successor will be at least as capable of doing so as I am, and should be allowed to outline his own policy. I ask for his administration the same loyal support that you have given me. He can not ask for more and should not receive any less.

I want you to know that I deeply appreciate your efforts to assist me during my administration, and how helpful your support has been. There have been times when I could feel that my position on certain matters has not met with your entire approval and yet you have been so kind and considerate that no word of criticism, which was not warranted, has ever reached me.

I wish to thank the trade press also for its uniformly fair treatment of the National Hardwood Lumber Association and its retiring president.

Report of Secretary-Treasurer

The report of Secretary Treasurer Frank F. Fish was then called for and read as follows:

In preparing the following report of the affairs of the association for the consideration of the membership assembled at this, the fifteenth annual meeting of the National Hardwood Lumber Association, I have found it difficult to refrain from enthusiastic praise of the past accomplishments of this organization and of those who by steadfast faith and untiring efforts laid the foundation upon which rests the present superstructure of the most persevering, the most consistent and the most successful trades organization in the entire country—an organization the cornerstone of which has ever been the promotion of the welfare and the protection of the interests of the hardwood trade, and the keystone of its arch the establishment, maintenance and application of a uniform system for the inspection and measurement of the commodity in which the members traffic.

The association as a whole has never lost sight of these twin goals and its progress toward their ultimate and absolute attainment, has never faltered or been diverted by flattery or cajolery, of those who from selfish desire may have sought to lead it into the quagmires of folly and the quicksands of treachery. It has always kept to the solid ground of common sense and has never betrayed a trust bestowed by a member or by any others with whom its activities have brought it in contact. As a result of this persistent and consistent attitude, the hardwood trade, as a whole, universally recognizes the pre-eminent position occupied by the National Hardwood Lumber Association; and the undivided units of that trade, whether connected with the manufacturing branch or the wholesale branch, are under conviction that the actual benefits to be derived from a close connection with the association are no longer of a doubtful nature, but that these benefits are being demonstrated daily in every market where hardwood lumber is bought or sold.

While there is much occasion for pride on the part of this membership over this condition in the affairs of this association, it is well not to forget the axiom that rank imposes obligation, and that, therefore, on account of the enviable position which the National Hardwood Lumber Association occupies today, a greater necessity than ever before exists that it continue to make good. That it has done so in all of its activities during the past year is amply evidenced by the records of the secretary's office. The figures which appear below in this report will show that the inspection department has officially inspected a larger amount of lumber during the past twelve months than in any similar period in the history of the association. While this extension of the work of the inspection department can not fail to be gratifying to the membership, in the increase of efficiency in that department rests the source for the greatest amount of satisfaction, as the manner in which the work of inspection is performed is of far greater moment than is the volume of work accomplished.

This increase in efficiency of the inspection department is indicated by the fact that though the amount of lumber inspected has been substantially greater than in any former year, the complaints and claims arising from a lack of uniformity in the application of the rules in widely diverse and separated markets, have been markedly less than in any other year since the existing system of salaried inspectors has been adopted.

This satisfactory condition is due in large measure to the energy displayed by Chief Inspector Hoover, in lining up the numerous and scattered force of inspectors in the employ of the association, to the end that uniformity in the application of the rules of this association be firmly established without regard to the locality in which the work of inspection is performed.

With the effort that is being made to maintain a thoroughly competent corps of inspectors in all of the producing, distributing and consuming hardwood markets, there is no occasion for wonder that the popularity of the inspection department should steadily increase.

To the operation of the forces thus set in motion is due, in a large measure, the absence of disputes between buyers and sellers of lumber which in the past were prominent and disturbing factors in the hardwood trade. This improvement in conditions is graphically evidenced



HAMILTON LOVE, NASHVILLE, TENN., DIRECTOR



CHAS. B. DUDLEY, MEMPHIS, TENN., DIRECTOR



OLIVER O. AGLER, CHICAGO, ILL., DIRECTOR

by the following statement from a member of a leading western law firm:

"Our firm formerly enjoyed very liberal patronage from a number of hardwood lumber companies and conducted so much litigation in that line that we acquired an intimate knowledge of hardwood terms and methods. Noting a decided reduction in the business received from these clients, we decided to investigate and ascertain if possible what the criticism was of the attorneys in our offices to whom the lumber litigation had been entrusted. We accordingly addressed letters to the list of lumber clients urging a frank response and were informed by several that the services of an organization known as the National Hardwood Lumber Association rendered it no longer necessary to resort to litigation in case of dispute."

The figures in detail of the inspection department for the year ending May 1, 1912, showing the quantity inspected in each market, with the amount earned and exact expense of maintenance, follow:

Market.	Ft. Inspected.	Earnings.	Expense
Chicago, Ill.	12,093,420	$7,615.06	$7,259 03
St. Louis, Mo.	9,229,635	4,983.38	4,643.50
Buffalo, N. Y.	7,541,387	3,992.48	4,069.56
Memphis, Tenn.	5,120,070	2,975.13	2,960.26
Philadelphia, Pa.	4,815,209	2,712.79	2,214.52
Cincinnati, Ohio	4,228,247	2,481.03	2,543.67
Detroit, Mich.	4,202,020	2,355.84	1,815.92
Louisville, Ky.	3,985,447	2,350.97	2,263.19
Boston, Mass.	4,167,964	1,731.29	1,837.46
New York City, N. Y.	3,853,611	2,376.80	1,655.98
New Orleans, La.	3,175,816	1,777.49	1,864.10
Minneapolis, Minn.	3,001,026	1,686.75	1,683.00
Baltimore, Md.	2,905,356	1,626.30	1,358.23
Alexandria, La.	2,086,760	1,113.08	1,292.65
Arkansas and North Carolina	1,836,368	1,332.08	1,166.60
Pittsburgh, Pa.	1,722,940	1,271.58	1,693.75
Bristol, Tenn. (6 months)	1,169,968	625.50	673.52
Nashville, Tenn. (6 months)	968,561	523.91	937.10
Chattanooga, Tenn. (6 months)	860,887	586.05	512.69
Joppa and Cairo, Ill.	923,326	579.52	551.31
Norfolk, Va.	61,481	59.09	325.35
Grand Rapids, Mich. (fee)	5,987,668	229.40	.....
Michigan & Wisconsin Mills (fee)	45,785,054	2,289.79	.....
Southern Mills (fee)	1,851,883	92.57	.....

As above indicated, the work of the salaried inspectors in the employ of the association shows a total of 77,969,499 feet, which is a gain of 9,342,528 feet over last year. Unfavorable weather conditions during the past six months have hindered the inspection department and reduced the totals by a considerable amount.

Much of the membership gain of the past year has been due to the systematic and earnest work of Assistant Secretary H. J. Fuller, who is also in charge of the department of interchange of reports. This department has listed and reported on about one thousand names during the year and has secured many valuable reports on the arbitrary and professional "kicker for revenue" that have been highly commended by the members interested. Your earnest co-operation in the building up of this department, which was only established in January, 1911, and has already accomplished much good, is earnestly urged. The numerical strength of this association, coupled with the fact that the membership is so widely distributed, over thirty-four states, renders results possible, of a tangible and valuable nature, which should prove of great value and interest to this membership. It has been suggested that we add to the present plan which is confined to an interchange of ledger experience, the feature of securing signed financial statements from consumers of hardwood. This could probably be accomplished with small additional expense, and the reputation and prestige of this association among buyers of hardwood lumber in every part of the country should enable us to secure thorough results in such an undertaking.

The finances of the association during the past year have been in sound condition and sufficient funds have at all times been in the hands of the secretary-treasurer to meet all obligations against the association as they have matured. While there has always been enough money, there has never been an extravagant surplus, a condition due, perhaps, more to the wisdom of this membership in wisely and accurately gauging the income to the necessities than to any financial genius on the part of the secretary-treasurer in administering the financial affairs of the association. The following is a detailed statement of receipts and disbursements, the correctness of which is certified to in the attached report of Marwick, Mitchell, Peat & Co., public accountants and auditors:

Balance reported at Memphis convention, May 11, 1911		$1,602.16
RECEIPTS		
From membership dues	$29,285	
From inspection fees	53,476.67	
From inspection rules	400.74	
From miscellaneous	291.50	$3,453.91
		$85,056.07
DISBURSEMENTS		
Salaries and expenses (secretary-treasurer, assistant secretary, chief inspector, inspectors and office force)	$70,685.11	
Convention, Executive Committee and standing committee's expense	1,095.23	
Printing and postage	4,746.51	
General office expenses, telephone, light, telegraph, supplies, etc	2,585.98	
Re-inspection settlements	1,167.37	
Rent	2,872	
Refunds	29.33	
Office furniture	236.30	$3,417.83
Leaving a balance on deposit at the Fort Dearborn National Bank, Chicago, Ill., June 1, 1912, of	$ 638.24	
And in Hibernian Bank	1,000.00	
Total cash in General Fund		$ 1,638.24

In addition the books show outstanding accounts for inspection fees earned $5,825.52, and for membership dues $6,155.00, a total of $11,980.52, bringing total resources in cash and good outstanding accounts to $13,618.76.

CASH DEPOSIT FUND		
Balance on hand reported at Memphis convention, May 11, 1911		$725.00
Receipts		25.00
		$750.00
Refunds		100.00
Balance June 1, 1912		$650.00

Another evidence of the progress made by this association during the past year is afforded by the substantial increase in the membership list. Owing to the unfavorable commercial conditions which have existed for several years past, the time has not been altogether favorable for the extension of the membership in any trade organization. Indeed, in some instances it has been an exceedingly difficult undertaking to hold the ground already gained. It is therefore a source for much gratification that this association has not only held its own, but that, even in the face of most unfavorable conditions, its growth in members has steadily increased. Since the meeting held in Memphis, May 11 and 12, 1911, 184 new applications for membership have been received, of which twelve were rejected, either on account of being ineligible or undesirable. Failures and withdrawals from business 86, and 21 members have been dropped for being delinquent in the payment of dues, while 8 have resigned. The total number of new members admitted during the fiscal year closing with this convention is 172, which brings the total membership to 800, being a net gain for the year of 57 members.

No other lumber association has reported such an actual gain in membership, and it is therefore reasonable to assume that the popularity of the work being accomplished by this organization is of such a



T. M. BROWN, LOUISVILLE, KY., DIRECTOR



C. A. GOODMAN, MARINETTE, WIS., DIRECTOR



E. V. BABCOCK, PITTSBURGH, PA., DIRECTOR

nature as to insure, beyond any doubt, the continued and consistent support of the entire trade, so long as this association justifies its existence by actual service in the interests of its members.

As the analysis of this membership presented in the last annual report was of some interest, a similar table, showing location and members by states, follows:

Illinois	76	Missouri	30
Kentucky	27	New York	56
Louisiana	46	Ohio	50
Maryland	11	Pennsylvania	87
Massachusetts	25	Tennessee	71
Michigan	84	Wisconsin	62
Minnesota	18		

In the above classification, 643 memberships are accounted for. The remaining 157 are located as follows: Alabama 10, Arkansas 29, Indiana 30, Mississippi 10, Texas 5, Virginia 14, West Virginia 29, North and South Carolina 4, Connecticut, Rhode Island, Vermont and Delaware, 7, New Jersey 4, California 1, Georgia 6, Florida 2, and Canada 6. With but four exceptions, every one of the 31 states in which this membership is now distributed, indicating any change in the report of one year ago, shows an increase.

During the year six meetings of the executive committee and board of directors have been held, as follows:

Board of Directors—May 12, 1911.
Executive Committee—June 6, 1911.
Executive Committee—September 20, 1911.
Board of Directors—January 17, 1912.
Executive Committee—May 10, 1912.
Board of Directors—June 5, 1912.

At these meetings all complaints and suggestions from members of the association have been carefully investigated and fully considered, and if there is a just claim against the association outstanding at this time, it is because such claim has not been presented to the association through the secretary's office.

There is some doubt in my mind regarding the propriety on the part of a servant to even favorably criticize the acts of those who are directly in authority over him; but, as "a cat may stare at a king," I shall take a chance and submit herein my humble tribute of praise for the efficient and conscientious service rendered to this association by its president during the past two years. I do so at this time and in this manner because no member of the association has been in as favorable a position as I have been to judge of the sacrifice of time, energy and devotion that he had made in the interest of the work being performed by this association. He has at all times kept in close touch with all the details of the work and the association has profited by the wisdom and experience which he brought to bear in every complex situation demanding his consideration.

What is true of the president is also true, only in a less degree, of the members of the executive committee and of the board of directors. All have been faithful to the trust imposed in them by this membership and to the spirit of faithful service displayed by them, more than to anything else, is due the permanence and usefulness of this organization.

Before concluding I desire to call the attention of the members to the recent change in the location of the executive office from the Rector building to Suite 1864, McCormick building. It is my earnest desire that every member present at this meeting call and examine this new office before leaving the city. This office and corps of competent assistants, in comparison with the humble quarters and force maintained by the association six or seven years ago, affords an eloquent indication of the growth and the progressive spirit of this association. It is a matter of much pride on my part that every detail of the clerical work which attaches to the secretary's office be performed with as much efficiency as may be found in the office of the foremost corporations in the country, and I trust that this membership fully appreciates the advantage that accrues to the association from such an administration of the clerical details of the work.

Nelson M. Lampert, vice-president of the Fort Dearborn National Bank, Chicago, was then introduced and addressed the convention on various subjects of interest to the trade, in which he manifested no little knowledge of lumber affairs.

On motion of Earl Palmer, the chair was authorized to appoint a committee on resolutions, composed of five members, to whom all proposed resolutions were to be referred.

On motion of John W. Dickson, Memphis, all sessions of the meeting were declared executive.

On motion of O. O. Agler, the chair was authorized to appoint a committee on officers' reports of five members.

The session then adjourned.

THURSDAY AFTERNOON SESSION

At three o'clock the convention was again called to order, and the president announced the appointment of the following committees:

ON RESOLUTIONS: Earl Palmer, F. E. Stonebreaker, W. A. Knight, James S. Trainer, Orson E. Yeager.

ON OFFICERS' REPORTS: W. H. Russe, E. A. Hamer, C. A. Bigelow, E. A. Swain, Frederick L. Brown.

Report of Forestry Committee

The president then called on Hon. John M. Woods of Somerville, Mass., chairman of the forestry committee, for a report from that committee. He delivered the following address:

In submitting this report I have felt that the forests under state and individual control should have more consideration than the national forests. These we can have but little to do with further than we can use our influence as an association and individuals with the President, Forestry Bureau and members of the Congress of the United States. In most of the states, especially east of the Mississippi river, the woodlands are largely held by private owners. Some states have forest reservations and are making good beginnings in intelligent and systematic forest management. Confidence is a plant of slow growth, so that before anything else, there must be a campaign of education to bring the people to a full realization of the value of the forests as a business asset in all its various aspects, such as its necessity to supply the innumerable needs of our varied public and private wants; also their value in providing a home for the bird and animal and providing a reservoir to supply water for domestic and public uses and to maintain water in the streams and ponds so that the fish shall increase and multiply and help feed the ever-increasing population—not only all these, but the forests are extremely valuable to the health and comfort of a large per cent of our people. The poet has most beautifully said:

If I would put my woods in song,
And tell what's there enjoyed,
All men would to my garden throng
And leave the cities void.



E. E. GOODLANDER, MEMPHIS, TENN., DIRECTOR



J. H. P. SMITH, CINCINNATI, O., DIRECTOR



DAVID WOLF, GRAND RAPIDS, MICH., DIRECTOR

In my plot no tulips grow,
  Snow loving pines and oaks instead,
And rich the sugar maple grows
From spring's faint flush
  To autumn's red.

My garden is a forest lodge,
  By older forests bound;
The woods reach down to water's edge,
  Then sink in depths profound.

The millions in our cities need the forests for rest and recreation during the heated term. In my native state, New Hampshire, in July and August the woods are full of summer boarders. Now, if I may be pardoned for stating briefly what has been accomplished in Massachusetts and how: First, we have the support and influence of the newspapers generally, and second, a large number of public-spirited men and women throughout the state banded themselves together as the Massachusetts Forestry Association. This association, by means of literature, lectures and in various other ways has educated the legislature and people to the necessity of doing something and getting right at it. The present and past governors have heartily endorsed the movement—the lumber trade of the commonwealth has been a powerful factor in helping along the movement, also the Boston Chamber of Commerce of over 5,000 members by its forestry committee, headed by ex-Governor Rollins of New Hampshire. All these powerful helps have resulted in a definite, progressive forest policy. We found out first that of the 5,400,000 acres of land in the state, 3,000,000 acres were unsuited for tillage or agriculture. Third, we found from a thorough study of the white pine, the natural tree of our state, that under proper forest management it would yield in fifty years 40,000 feet board measure of 800 feet annual increase at present price of stumpage, six to twelve dollars per thousand feet, according to size and location, and an average annual income from $4.80 to $9.00 per acre, or an annual income from the 3,000,000 acres of $14,400,000 to $28,000,000. Economically, the forest crop of the future must play a very important part. After getting at the facts of what we had and its value properly handled, the next thing was to provide against its devastation by fire. For this we have provided a very large number of fire wardens with suitable apparatus for putting out fire and established in all the wooded sections watchmen, with men on the lookout all the time in dry season, and connected by telephone so that any ordinary fire can be checked easily. Under our constitution all property must be taxed at its full and fair value, so that no exception could be made on woodland or young growth. On the recommendation of the state forester, the governor urged upon the legislature the passage of the following amendment to the constitution:

Full power and authority are hereby given and granted to the General Court to prescribe for wild or forest lands such methods of taxation as will develop and conserve the forest resources of the commonwealth.

This passed the past and present legislatures almost unanimously and will be submitted to the voters in November. We have come to the conclusion that a crop of young timber should not be taxed any more than a growing crop of corn, hay or potatoes. Tax only the land, and when the timber is cut, tax the yield. This encourages the farmer to hold his timber until it matures and to reforest the waste places. The state has 3,000,000 young trees in its nurseries and is setting out about 1,000 acres each year, mostly on land given by individuals or purchased by the state. Nearly every state is doing something and many a great deal in forestry matters.

In national forestry matters there is not a great deal to report on account of delay in the geological report; not much headway has been made in acquiring land in the White mountains of New Hampshire or the Appalachian region. I regret to say there appears to be a disposition on the part of senators and representatives in Congress from the states where the national forest reservations are, to disparage and discredit the work of the Forestry Bureau. An effort was made a few days ago to turn the control of these public lands over to the states in which they are located. It was defeated but doubtless will be renewed at the next session of Congress. I believe it would be a terrible mistake to make such a transfer. They are the property of the whole nation, and belong to all the people, North, South, East and West, and should be administered for the benefit of all alike.

Congress has made quite an appropriation to control and stop the chestnut blight—while not perhaps immediately connected with forestry.

I have watched the government's investigation of the alleged lumber trust. A few weeks ago the officers of the government had a hearing in Boston; about fifty of the prominent dealers in the state attended. Four or five witnesses were called and examined. If no better or stronger evidence can be found than was presented there, I do not believe a grand jury can be found in the nation that would bring in an indictment, or a judge would be found that would not throw the case out of court.

I ask this association to go on record in favor of requesting the law officers of the government, if they have any evidence of the existence of what they claim, to bring the parties to a speedy trial; if they have no evidence they should say so and stop the mouths of the defamers. Senator Knute Nelson of Minnesota made this statement on the floor of the Senate, speaking of the amendment which he offered, as follows: "That the secretary of agriculture is hereby authorized and directed to sell at actual cost to homestead settlers and farmers for their domestic use the mature, dead and down timber in national forests." He said, "I wish to say about that amendment, it appears, if you will study the action of the Forestry Bureau, they have been guided in the selling of timber on the forest reserves by the prices that the lumber trust has charged. They have aimed always to keep in harmony with the rates they have fixed, and owing to the fact that most of the timber supply of the country now is either within these national forests or is owned by big lumber barons, like the Weyerhaeusers, and others, the result is that the national forests have given a monopolistic power to these lumber barons. The Forestry Bureau, in selling the timber, aims to keep in harmony with the prices fixed by the lumbermen, the men who own all the rest of the stumpage of the country. The purpose of this amendment is to enable the homestead settlers and the farmers to secure the timber, not for sale or speculation, but for domestic use, at cost. I do not believe that the government should exploit our timber for mere commercial purposes and hold it up and utilize it in the aid of the lumber trust." I wrote a courteous letter to the Senator asking him to give me the facts upon which he made these statements, so I could lay them before this association, and assuring him that if the facts were as he stated we would condemn them just as strongly and do our best to remedy the evil. To this I received this reply:

Mr. John M. Woods,
  East Cambridge, Mass.

Dear Sir:

Your favor with enclosures at hand. I do not care to enter into any controversy with you or those whom you represent in respect to the matter referred to in your letter. I can only say that what I have said in my public utterances on the lumber and stumpage question I adhere to and can see no reason for changing my opinion.

Yours truly,

KNUTE NELSON



M. J. QUINLAN, SOPERTON, WIS.,
DIRECTOR



EDWARD BUCKLEY, MANISTEE, MICH.,
DIRECTOR



GARDNER I. JONES, BOSTON, MASS.,
DIRECTOR

I presume we all understand under Section 6 of the constitution of the United States that a member of Congress can make any statement of any kind, because this section says "For any speech or debate in either house they shall not be questioned in any other place." I do not believe this great association should remain silent when such wholesale accusations are made against the business we are engaged in. I believe it is high time for this association to say to the men, newspapers and magazines that are making these charges, either "put up or shut up." I renew the request of last year that every member of this association watch national legislation and write your senator and representative if you find legislation proposed that is inimical to intelligent forestry management, oppose it. With some members of Congress public opinion is the most powerful factor in influencing their actions.

On motion, the report was referred to the committee on officers' reports.

Report of Committee on Overweight Claims

Next James E. Stark of Memphis, in behalf of the committee on overweight claims made his report, an abstract of which is given below:

Since the appointment of this committee at the meeting in Memphis last year we have been in active correspondence with a number of the members on the subject of cars being incorrectly weighed and claims being filed on an estimated basis and have accumulated a considerable amount of information regarding the reweighing of cars, where they have been overweighed in the first place and even in some instances the first weight confirmed by the second weighing of the car, where we know, beyond a question, that the lumber could not possibly have weighed what the railroad's scales showed.

After reviewing this subject with the numerous members and learning that the Grand Rapids Lumbermen's Association had in contemplation the filing of a petition before the Interstate Commerce Commission to investigate the weighing of lumber shipments and to arrive at some equitable basis by which cars incorrectly weighed could be adjusted, your committee deemed it to the best interest of the association to co-operate with the Grand Rapids Lumbermen's Association, as its traffic manager, E. L. Ewing, had the matter well in hand and was thoroughly familiar with the situation. We therefore recommended to the executive board of the National Hardwood Lumber Association that it approve the action of the Grand Rapids Lumbermen's Association in filing this petition and we became, through this, parties to the petition which has been filed by the Grand Rapids Lumbermen's Association and on which there has already been a hearing in Chicago and in order to take evidence on this subject and at which hearing this association was represented by its secretary, F. F. Fish. There will be further hearings held by the Interstate Commerce Commission at numerous places to be designated later in order to take additional evidence before the matter will finally go to the commissioners for their final decision.

In addition to the indorsement of the action of the Grand Rapids Lumbermen's Association your committee also took up the subject with a number of the other organizations and secured the indorsement of the Lumbermen's Club of Memphis and the Lumbermen's Exchange of St. Louis.

As you are probably aware, the wheels of justice grind slowly and on this account it will be necessary for your committee to ask your indulgence as to the final outcome of the subject referred to, but we feel that, with the matter in the hands of the Grand Rapids Lumbermen's Association and with the co-operation of the other associations that are parties to the suit, we will be able to carry this through to a successful conclusion and arrive at some equitable basis by which members of the association can file their claims based on estimated weights, and which will be recognized by the railroad companies. As the matter now stands the Interstate Commerce Commission will not permit the railroads to pay any claims based on estimated weights, hence it is necessary for us to be prepared to meet the issue before the commission and furnish the necessary evidence in support of our contention.

We consider this a subject of very great importance to the lumber trade at large and we wish to urge your members to give whatever assistance they can at the hearings of the Interstate Commerce Commission, even to the extent of going to distant points to give evidence and attend hearings, as the commission is influenced by the amount of interest shown, but where unable to attend it is incumbent on us all to furnish the Grand Rapids Lumbermen's Association with any information and evidence that will assist it in its fight.

In closing we recommend that this association not only lend its moral but financial support, and that the matter be referred to the executive committee for action.

On invitation, Emil Guenther, chairman of the transportation committee, was called upon for a report for that committee. Mr. Guenther's report follows:

Report of Transportation Committee

The committee on railroad and transportation begs leave to submit the following report for the past association year, dealing with matters as they have come to our attention:

One of the most important questions that is yet to be settled between the carriers and shippers is the matter of the methods of the railroads in determining weights. General recognition of the fact that the matter of weight in determining the cost of transportation is a factor equally as important as the matter of rates, has resulted in the devotion of considerable time and attention to this subject, especially with reference to the methods of determining carload weights as practiced by the railroads. Considerable criticism has been brought to bear upon the railroads because of the methods which in many instances have been shown to be very unsatisfactory, and as a result of the numerous complaints, the matter was brought to the attention of and later taken up by the Interstate Commerce Commission. Several hearings have already been held at which shippers have shown the methods to be completely inadequate and productive of inaccuracies, that in the aggregate amount to many thousands of dollars loss to the shippers annually, and it is the opinion of many who have attended the hearings, in face of the evidence submitted, that the commission will doubtless take some steps as will compel the carriers to correct this evil and lead to the establishment of a system that will be fairly accurate.

There is another matter which is a gross injustice to the shippers that should have been remedied long before this, and which has been brought before state legislatures and Congress in the form of various bills, but it is in only very few instances that any favorable action or relief resulted. The matter referred to is the payment of freight claims by the railroads within a reasonable time after presentment. In many instances claims have been passed along by the railroads through what they term their *regular channels* for an indefinite period until the time provided in the statute of limitations for the presentment of claims to the Interstate Commerce Commission has expired, and the shipper is left without redress should his claim be returned by the railroad with the information that it cannot be considered. There has recently been



FRED W. MOWBRAY, CINCINNATI, O.,
DIRECTOR



E. M. STARK, ST. ALBANS, W. VA.,
DIRECTOR



ALEX LENDRUM, KANSAS CITY, MO.,
DIRECTOR

introduced into Congress by Senator Clapp of Minnesota, who is chairman of the committee of interstate and foreign commerce, at the request of the President, a bill designed to expedite the payment of railroad freight claims. The bill provides that shippers making claim may present a notice of the claim in writing to either the initial carrier or to the carrier on whose line the matter complained of actually occurred, or to the carrier at the point of destination. This notice must give a clear description of the property, the name and address of the consignor and consignee, together with the nature of the claim and the amount of damage. The bill requires that all such claims be settled within six months after shipment when points inside and outside of the United States, and within ninety days on shipments wholly within the United States and over a single line of railroad. An additional thirty days' time is given for each line of road, the total time not to exceed six months. If any carrier is held liable to a complaint either in the amount of the claim stated in the notice or in an amount exceeding any tender made by the carrier within the time specified, it shall be liable to the claimant in the same proceeding to a penalty of $200 and reasonable attorney's fees, together with the costs and interests, which shall begin to run from the date of the notice. The penalty is not imposed if the claimant does not recover the full amount claimed in the notice or more than the amount of any tender made by the carrier, though interest runs in all cases; nor is the claimant limited in the recovery of damages to the amount specified in the notice of the claim.

The act is to take effect immediately upon passage. However, it is quite likely that amendments will be made, and its passage vigorously opposed by the railroads, as under present conditions it gives the carriers access to considerable funds that, under other arrangements as provided for in the bill, could not be secured without the payment of interest.

Another matter of which there has been more or less controversy between the railroads and the shippers is the question of leaving the name of the shipper and point of shipment from the freight bills. According to the present rules of the Interstate Commerce Commission, the railroads are required to put on the point of shipment, which has been strenuously objected to of late, but can not be avoided. Our own association has been actively interested in another matter of a similar nature in regard to the shipper obtaining the name of the ultimate consignee. The matter was taken up by one of our members with the Interstate Commerce Commission and the result was a decision unfavorable to the wholesaler. Not satisfied with this finding, however, and feeling that it was an injustice to the wholesale lumber dealer, the matter was taken up again, and upon reconsideration the Interstate Commerce Commission ruled that it is unlawful for the carrier to disclose the name of the ultimate consignee to the shipper.

In regard to the matter of estimated weights, our committee feels that some steps should be taken that would result in the recognition of a general standard that would be of value in connection with claims for overweight. Claims that are made and presented to the railroads and based on the average weights are invariably returned with the statement that the carrier can not consistently recognize an estimated weight over the regular scale weight. It is quite likely that in many instances the scales are in error, and where there is a considerable difference instruction should always be given for the reweighing of the car. If it is lawful to recognize the estimated weight when no scale weight has been taken as decided by the Interstate Commerce Commission in their decision of March 4, 1912, as follows:

Standard Oil Company vs. Illinois Terminal Railroad Company—Fuel oil switched at St. Louis was not weighed and there was no tariff provision for estimated weights—Fuel oil switched at St. Louis was not weighed and there was no tariff provision for estimated weight of 7.4 pounds per gallon. Were unreasonable to the extent that they exceeded estimated weights provided in tariffs governing the road haul to St. Louis. Reparation awarded.

there should be some recognition of the estimated weights of lumber when the scale weight shows to be considerable greater than the average estimate. The committee has formerly reported in detail the number of cases that were heard before the Interstate Commerce Commission. However, on account of the comprehensive manner in which the numerous lumber trade journals have given attention to this matter, and their very complete reports of the proceedings of that body, there will be no mention made of such sundry matters in this report, and the committee would suggest that if the members will give a little time and read over such items in their trade papers, that they not only become well posted but gain considerable knowledge that will be a direct benefit to them. The committee desires to call attention of the members to the great good which is being accomplished by the lumbermen through the medium of the lumber press, and considerable credit is due the various journals for the interest and attention they are giving to traffic matters of the day.

Considering matters generally, one of the most important developments affecting the railways this year is the question of the disparity between the enormous growth of freight tonnage over the facilities of the railroads to handle such increase. "It is estimated by competent railroad statisticians that it will require in the next five years, to maintain railroad facilities equal to the enormous traffic of the country, the immense sum of $8,500,000,000, of which $3,500,000,000 would be for additions, increase in taxes and return on new securities, and $5,000,000,000 for the maintenance of the plant, and even this aggregate does not include various items making a still larger total. The question of obtaining the $8,500,000,000 necessary to make railroad facilities equal to the expanding traffic of the country during the next five years therefore constitutes the most important problem now confronting business men."

In connection with this matter, the following is a resolution adopted on April 4, 1912, by Chamber of Commerce of the state of New York. We would suggest that this association endorse these resolutions:

WHEREAS, Traffic has increased so rapidly and railway facilities so slowly since 1907 that a small further enlargement of tonnage would produce a net car shortage and seriously handicap shippers; and

WHEREAS, The Hadley Railroad Securities Commission, authorized by Congress, and composed of impartial experts of the highest standing, declares that "the necessary development of railroad facilities is now endangered by the reluctance of investors to purchase new issues of railroad securities in the amounts required," and the amounts issued since 1907 have been totally inadequate to supply the facilities needed; therefore be it

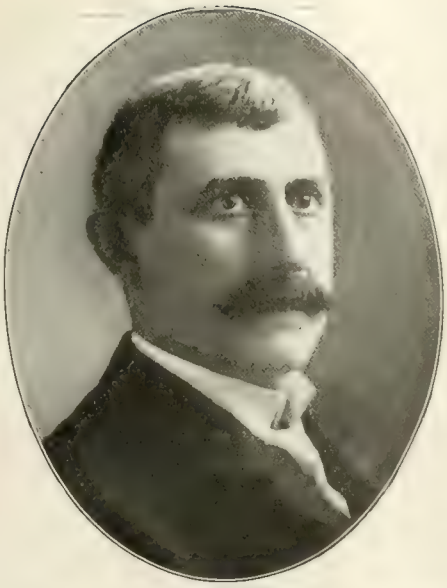
Resolved, That the Chamber of Commerce of the state of New York, in the interest of shippers and of the well being of the country as a whole, urge upon the Interstate Commerce Commission and all state railway commissions the importance, for the future, of so carefully weighing and considering the effect to be produced upon the railways in the making of any necessary readjustments of freight rates, that the same may be accomplished without further curtailing the total revenue of the railways, upon which their borrowing credit depends, bearing in mind, as stated by the Railroad Securities Commission, that "a reasonable return is one which under honest accounting and responsible management will attract the amount of investors' money needed for the development of our railroad facilities," and also bearing in mind that the development and prosperity of the railroads mean development and prosperity of the country.

Resolved, That copies of this resolution be sent to the senators and representatives in Congress from this state, to members of state railway commissions, and to the members of the Interstate Commerce Commission, with the request that they give it careful consideration.

In so far as the members of the association are concerned, the com-



J. M. WOODS, BOSTON, MASS., CHAIRMAN FORESTRY COMMITTEE



J. L. SCHEVE, ST. LOUIS, MO., CHAIRMAN WATERWAYS COMMITTEE



EMIL GUENTHER, PHILADELPHIA, PA., CHAIRMAN RAILROAD AND TRANSPORTATION COMMITTEE

mittee believes that there is evidently a much better understanding between the railroads and the shippers than heretofore, if the comparison of the number of letters and complaints received by the committee during the year are any indication of the conditions. Very few letters were received and the work of the committee along this line has been very light and the report will be shortened on account of this connection.

In conclusion the committee desires to state that the foregoing is a general report of such matters that are pertinent to the interests of the lumbermen and that no attempt has been made on account of time to report on such matters as the recent decision of the Interstate Commerce Commission in regard to the tap lines, the question of milling in transit, etc., as they have been very completely reported in the lumber journals and the members are no doubt very well posted and familiar with these matters.

On motion, the report was referred to the committee on officers' reports.

Report of Waterways Committee

The next order of business was the report of the waterways committee, presented by J. L. Scheve of St. Louis, which follows:

As the National Hardwood Lumber Association has always taken an active interest in the improvement of our waterways, I feel it my duty as acting chairman of the committee on waterways to report what progress has been made towards the lakes-to-the-gulf deep waterway and tributaries.

Through the efforts of the Lakes-to-the-Gulf Deep Waterway Association the National Rivers & Harbors Congress and other allied waterway organizations, and friends of the movement in Congress, Congress has again this year passed a rivers and harbors bill which appropriates something like $40,000,000. We now feel confident that precedent has been established and that sentiment has been developed which will guarantee an annual rivers and harbors bill of from $40,000,000 to $50,000,000. If this plan is adhered to and the money spent in the right direction on the worthy projects, in ten or fifteen years we will see all of our navigable streams improved and put in use.

The Lakes-to-the-Gulf Deep Waterway Association with headquarters in St. Louis, which has for its object a main waterway trunk line from the Great Lakes to the Gulf of Mexico with a minimum of fourteen feet in depth, has been vigorously at work during the past year, and through its efforts has induced Congress to nearly double the appropriation for the Mississippi river.

A special committee headed by President W. K. Kavanaugh of the association, was heard by committees in Congress last April, and through their efforts the Senate commerce committee amended the rivers and harbors bill, appropriating a total of $7,000,000 for the Mississippi river from the mouth of the Missouri river to the Gulf. The distribution of that amount is divided into $1,000,000 for the middle Mississippi from the mouth of the Missouri to Cairo, and $6,000,000 from Cairo south. A larger part of this $6,000,000 will be spent in permanent levee work and the revetment of the banks.

The committee asked for $8,000,000 for the lower river, but members of the commerce committee in the Senate felt that the Mississippi River Commission did not have sufficient equipment at present to spend $8,000,000 this year, so compromised on $6,000,000. Part of this $6,000,000 will be spent in getting new equipment so that next year the $8,000,000 can be appropriated annually for ten years, which will complete the lower stretch of the deep waterway.

The lakes-to-the-gulf committee also asked Congress to allow the authorities of the state of Illinois to remove some government locks and dams at Copperas creek in Henry, Illinois, which now obstruct the channel and impede the flow of the water, thereby causing overflows at high water time.

The committee also asked Congress to release immediately $1,000,000 which was appropriated in 1909, to be spent in actual dredging work for the fourteen-foot channel on the lower Illinois river from Utica to its mouth at Grafton. This $1,000,000 was appropriated with a string to it in 1909 to be spent in connection with the $20,000,000 authorized by the state of Illinois for a deep waterway, from Lockport to Utica, extending the Chicago Ship Canal at a distance of about sixty miles. However, the state of Illinois has, through political factional fights, failed to reach an agreement on a bill to spend this $20,000,000, therefore, the government's $1,000,000 has been held up.

I attended the Chicago convention of the Lakes-to-the-Gulf Deep Waterway Association, together with several other lumbermen of St. Louis, and can report that it was one of the most enthusiastic waterway meetings that has ever been held by the association. Speeches were made by governors, senators and prominent men throughout the United States, urging Congress to immediately adopt the lakes-to-the-gulf project as a whole and begin its construction. The resolutions were forceful and called upon friends of the lakes-to-the-ulf movement to urge their members of Congress to use every means to bring about the success of this worthy project.

The waterway movement has never been as strong as at present, and has never had as many friends in Congress as the present time.

A barge line from St. Louis to New Orleans was started more than a year ago and run until the boats were discontinued in the winter on account of the ice and low stage. It demonstrated however, the fact that there is plenty of business on the river if the river is improved and made deep enough and safe for vessels to operate upon it. There is at present being organized in St. Louis by the Business Men's League and others, a new barge line to take over the old one and continue the service. All arguments advanced by opponents of the improvement of our waterways have been refuted by the demonstration of the St. Louis barge line, which clearly showed that the business is there for an up-to-date modern equipped barge line company.

Following this report came considerable discussion on the subject involved, led by E. P. Miller of Macland, La.

The meeting then adjourned.

FRIDAY MORNING SESSION

The Friday morning's session of the meeting convened at eleven o'clock. A letter was read from the Nashville Lumbermen's Club protesting against the proposed changes in the inspection rules. This sentiment was voiced by several other exchanges, including Philadelphia, St. Louis and Louisville.

The chair then introduced F. E. Parker, president of the National Wholesale Lumber Dealers' Association, who made a brief address of congratulation to the association and felicitated both this association and his own on the friendly relations existing between the two organizations.

Emil Guenther of Philadelphia then addressed the meeting on behalf of the Philadelphia Lumbermen's Exchange, opposing any radical changes in the grading rules at this time.



F. L. BROWN, CHICAGO, PRESIDENT CHICAGO LUMBERMEN'S ASSOCIATION



J. M. PRITCHARD, MEMPHIS, TENN., CHAIRMAN INSPECTION RULES COMMITTEE



F. E. PARKER, SAGINAW, MICH., PRESIDENT NATIONAL WHOLESALE LUMBER DEALERS' ASSOCIATION

The subject was referred to the committee on resolutions.

John M. Pritchard, chairman of the inspection rules committee, was then introduced. He offered an elaborate report involving numerous changes in inspection rules.

On motion, the various changes were taken up separately and approved or disapproved until about one-fourth of the items had been passed upon.

A resolution was introduced by Earl Palmer that the entire matter of changes in any existing grades of the association as recited by the committee not be approved, and that the report be referred back to the committee with instructions to present suggestions for rules governing new rules where the present rules did not cover. After a long discussion this motion prevailed.

The committee on resolutions, through Mr. Palmer, then presented its report.

A resolution was offered and passed on railroad traffic matters, being a copy of the text of the resolutions offered in the report of the railroad and transportation committee.

A second resolution was passed urging increased effort on the part of the National government to complete in a substantial way the levee system in the lower Mississippi river with a view to preventing a recurrence of the disastrous floods that have prevailed during the past few months.

A resolution of thanks was tendered the Lumbermen's Association of Chicago for its lavish entertainment, and also to the Hotel Sherman.

A resolution was offered and passed thanking E. C. Atkins & Co., Inc., for the splendid badges donated to the association for the use of its members at the meeting.

A final resolution offered provided for a change in the by-laws of the association whereby all proposed changes in grading rules should be submitted to the inspection bureau committee ninety days previous to any annual meeting, and that thirty days previous to any annual meeting the proposed changes as recommended by the committee are to be submitted to every member of the organization.

W. H. Russe, chairman of the committee on officers' reports, submitted a brief report commending the splendid services of the officers of the association, and authorizing the secretary-treasurer to prepare and distribute financial reports on lumber buyers.

Chairman Pritchard of the inspection bureau committee then submitted the following suggestions for new rules covering white maple and quartered red gum, which were adopted:

NO. 1 WHITE MAPLE

No. 1 white maple must be 4 inches and wider, 6 feet and longer, 4 and 5 inch strips to be clear, balance firsts and seconds for grade, four sides white.

NO. 2 WHITE MAPLE

No. 2 white maple must be 4 inches and wider, 6 feet and longer, 4 and 5 inch strips to be clear, balance firsts and seconds for grade, one side and two edges white, reverse side 50 per cent white.

NO. 1 COMMON WHITE MAPLE

No 1 common white maple must be 4 inches and wider, 6 feet and longer, white four sides, No. 1 common for grade.

FIRSTS AND SECONDS QUARTERED RED GUM

No figure is required in quartered gum in any grade.

Eighty per cent of the width of each piece must have the radial grain running 45 degrees or less with one surface of the piece.

To be 5 inches and over wide and otherwise to grade the same as Red Gum excepting as to sap which may be admitted as follows:

Pieces 5 inches wide to be free of sap and all defects.

Pieces 6 and 7 inches wide to admit of ¾ inch of sap in the aggregate.

Pieces 8 inches and over wide may have 1 inch of bright sap in the aggregate.

NO. 1 COMMON QUARTERED RED GUM

To grade the same as No. 1 common red gum.

NO. 2 COMMON QUARTERED RED GUM

To grade the same as No. 2 common red gum.

A third rule covering bridge planking was also presented and favorably passed upon.

On motion of John W. Dickson, the chair was authorized to appoint a committee of five for the purpose of nominating seven directors to take the places of those whose terms expired.

On this committee the chair appointed J. W. Dickson, George E. Hibbard, Theo. Fathauer, Gardner I. Jones and J. C. West.

The president then announced that nominations were in order for president, first, second and third vice-presidents for the ensuing year.

Emil Guenther then placed in nomination for president F. S. Underhill of Philadelphia. Following, J. V. Stimson of Huntingburg, Ind., placed in nomination Charles H. Barnaby of Greencastle, Ind. Both Messrs. Underhill and Barnaby received sundry seconds in the form of addresses in commendation of their fitness for the office, but it was evident from the start that Mr. Barnaby was regarded as best fitted for the office, and Mr. Guenther arose and gracefully withdrew Mr. Underhill's name as a candidate, and Mr. Barnaby was elected president by acclamation.

The chair appointed Messrs. Guenther, Alger and Stimson, a committee to find Mr. Barnaby and present him to the assembled delegates.

Chairman Dickson of the nominating committee then presented a report commending the election of the following for directors for a three years' term:

A. Lynch Ward, Lynchburg, Va.
W. H. Sill, Minneapolis, Minn.
Hamilton Love, Nashville, Tenn.
F. A. Diggins, Cadillac, Mich.
J. L. Scheve, St. Louis, Mo.
F. S. Underhill, Philadelphia, Pa.

On motion, the recommendations for directors prevailed and the gentlemen named were elected directors.

Earl Palmer then placed in nomination for first vice-president, Orson E. Yeager of Buffalo, N. Y., and as the names of no other candidates were presented, Mr. Yeager was elected by acclaamtion.

James Buckley then placed in nomination as second vice-president, J. V. Stimson of Huntingburg, Ind., and in spite of Mr. Stimson's protest that it was making an unfair distribution of officers of the association to have both the president and second vice-president elected from one state, he was unanimously elected to the office.

E. E. Goodlander of Memphis placed on nomination as third vice-president J. M. Card of Chattanooga, Tenn.

D. F. Clark of Minneapolis placed on nomination for the same office, Charles A. Goodman of Marinette, Wis. Mr. Goodman promptly withdrew his name as a candidate, and on motion, Mr. Card was elected by aclamation.

President Diggins made a most graceful and delightful speech in which he thanked the officers and members of the association for the splendid co-operation given his administration during the past two years, and then introduced the newly-elected president, Charles H. Barnaby. Mr. Barnaby made a forceful speech of acceptance, the tenor of which involved a thorough belief in the association and notably in its system of grading rules, and strongly intimated it would not be a part of his policy to attempt to make any compromise on rules with any other hardwood organization in the belief that the rules of the National Hardwood Lumber Association were standard and satisfactory to the larger element of manufacturers, jobbers and consumers.

On motion the convention adjourned.



ENTERTAINMENT

Chicago lumbermen, headed by the Lumbermen's Association of Chicago, certainly outdid all previous efforts in the way of entertaining a gathering of distinguished lumbermen. On Thursday evening at eight o'clock members and guests were served with an elaborate banquet in the main banquet hall of the Hotel Sherman. The menu follows:

Hors d'Oeuvre Parisienne

Martini Cocktail

Strained Consomme of Oxtail au Xeres

Radishes Olives Salted Almonds

Apollinaris

Supreme of Sole, Royale

Sauterne

Kernel de Pre Sale, Armenonville

New Potatoes Fondantes

French Peas aux Laitues

Punch Cardinal

Breast of Guinea Hen sur Crouton

Argenteuil Asparagus, Vinaigrette

G. H. Mumm: Extra Dry

Biscuit Glace aux Violettes

Mignardises

Roquefort Cheese

Crackers

Partagas Cigars

Cafe

Condax Cigarettes

It was a splendid repast, delightfully served, and reflected credit on the managers of the Chicago association and the Hotel Sherman. The affair was participated in by about five hundred, which filled the big room to its capacity.

The Smoker

Friday evening's entertainment was a smoker provided by the Chicago Lumbermen's Club, but for the benefit of those who did not attend and whose conception of a smoker is limited to what they have seen at the usual cut-and-dried affairs, it might be well to say that the entertainment was one of the most unique and pleasing functions ever attempted by a lumber organization.

The guests assembled in the convention room at 8:30, and each man was provided with a butcher's apron and paper cap of fancy design. The grotesque appearance of some of the worthy members of the National association was a thing to be long remembered.

Instead of being seated formally at the usual round tables, the hotel management provided ordinary rough benches with common boards placed on boxes as seats. It was an inspiring sight, to say the least, to see the five hundred supposedly dignified lumbermen sitting up at benches which ran the length of the room, keeping time with the orchestra with new corn cob pipes with which each had been provided. If the sight was pleasing, the sound was far from it.

The entertainment features consisted of a number of excellent vaudeville acts, which fortunately were gotten off with enough volume to make them thoroughly appreciated by the audience. Wm. Eager, a local handler of chestnut lumber, sang some of his best songs, to the great delight of the Chicago contingent, and to the pleased astonishments of the outsiders, who did not know that Chicago could harbor anything as sweet as Bill's voice.

About 9:30 the guests became tried of munching pretzels, and began to look with ravenous eyes for something that more nearly resembled food. At this hour they were directed to keep their eyes on the main entrance, whence presently emerged a full-grown brass band in uniform, followed by a string of the most grotesque figures conceivable. Everybody wondered what was doing until a good old-fashioned sausage wagon made its appearance. This passed down between the aisles of ravenous lumberjacks, who made its contents look like the stock at Arkansas mills in about five minutes. Further "eats" in the form of salads, etc., were distributed by the waiters, who followed and preceded the sausage wagon, each being dressed in some unique foreign costume gotten up especially for the occasion. Of course everybody had all that was necessary to assist dry pretzels to their ultimate destination, but instead of being served a la Blackstone, the brew was dished out in the good old "growler."

So enthusiastic were the visiting guests over the work of the local entertainment committee, and so pleased were the local members over the success of their efforts that they just couldn't tear themselves away. In fact some of they may be there yet. It was voted by one and all to be the first and only original smoker that was ever offered to any convention of lumbermen.

The visiting ladies were by no means forgotten by the hosts. They were served an elaborate dinner in the Italian room of the Hotel Sherman on Thursday evening, at which were present many of the wives and daughters of the local lumbermen acting as hosts for the visiting ladies.

On Friday afternoon the lady guests were given a forty-two mile automobile trip, starting from the Hotel Sherman, which covered the famous boulevard and park system of Chicago. Stop was made at the South Shore Country Club, where refreshments were served.

On Friday evening the ladies were again guests of the entertainment committee at the performance of A Modern Eve, a musical comedy at the Garrick Theater.

CONVENTION NOTES

The beautiful badge used by members at this meeting was supplied by the silver-steel saw people, E. C. Atkins & Co., Inc., Indianapolis. It was highly appreciated by the association as evidenced by the vote of thanks given E. C. Atkins & Co., Inc., by the organization.

The Anderson-Tullly Company of Memphis gave each visitor a beautiful watch guard, the button of which bore the name of the famous Memphis house and in the center the trade-mark of the organization.

Wood Consumption in Michigan

A most interesting and important document has just been published under the joint auspices of the Public Domain Commission and the State Land Office of Michigan, in co-operation with the Forest Service, entitled "The Wood Using Industries of Michigan." The data for this document was compiled in the summer of 1911 by Hu Maxwell, expert of the Forest Service, and covers a record of the woods consumed in various wood using industries of Michigan during the calendar year 1910.

Michigan is one of the important wood consuming states of the Union, but it is scarcely to be realized that its total annual consumption for remanufacturing purposes involves the immense quantity of more than a billion and a quarter feet annually.

The accompanying page figure-table shows in detail the various kinds and quantities of wood employed in the industries of the state. It will be seen that maple heads the list, with white pine a bad second, and hemlock still further down the line. The table is worthy of a careful analysis.

Wood manufacturing in Michigan is highly developed. During 1910 the sawmills of the state produced 1,681,081,000 feet of lumber, while within the state the factories consumed 1,282,561,200 feet of lumber in producing commodities turned out by them. Only about a half billion feet of lumber thus consumed was produced outside of the state of Michigan. This was occasioned by the use of wood that does not grow in commercial quantities within the state, and the purchases involved quite largely oak, gum and poplar, although a good deal of mahogany and minor foreign growth is employed by furniture manufacturers of the state. As is well-known, the yearly sawmill output of Michigan is declining at the rate of perhaps two hundred million feet annually. While it can not be definitely stated that the demands of the wood-using factories are decreasing or declining, it is more than likely that they are increasing.

As will be noted by the table, Michigan manufacturers reported the use of ninety-nine different kinds of wood, showing an average cost per thousand feet of $23.12, and the total cost $29,650,823. Of this immense consumption 62.06 per cent grew within the state of Michigan and the remaining 37.94 per cent grew outside of the state.

The work carefully analyzes each wood used outside of the state, and states its specific use in the various industries.

Planing mill products consume nearly 34 per cent of the total employed in the states; boxes and crates, 18 per cent; sash, doors and general millwork, 6½ per cent; furniture, 6½ per cent, and the remainder of the consumption is divided among woodenware, novelties, handles, refrigerators, kitchen cabinets, automobiles, vehicles, fixtures, tanks, agricultural implements, matches, boot and shoe findings, trunks, valises, laundry appliances, musical instruments, car construction, chairs, sporting and athletic goods, caskets and coffins, excelsior, ship and boat building, toys, plumbers' woodwork, pulleys, conveyors, dowels, brooms, etc.

It may be useful to know the relative price paid for lumber in Michigan and other states where similar compilations have been made. Michigan pays an average price of $23.12 per thousand, while Kentucky pays $23.07; Wisconsin, $21.81; Massachusetts, $21.29; Maryland, $20.67; North Carolina, $14.13; Louisiana, $11.63. There is probably compensation for the Michigan manufacturers in this higher price scale from better labor conditions prevailing in the state, and from a generally higher efficiency that is enjoyed by manufacturers of any other commonwealth.

Perhaps the largest buyer of lumber grown outside of the state of Michigan is the furniture trade of that state. Furniture manufacturers buy five-eighths of their wood without the state. The two leading woods purchased are white oak and red oak. The next wood in importance employed by the furniture trade is sugar maple, practically all of which is home-grown. Red gum is employed in large quantities, as is also poplar. Mahogany cuts no inconsiderable figure in the aggregate purchase of Michigan manufacturers. Red gum is growing in material appreciation in the furniture industry of the state, and the consumption is rapidly increasing.

The work shows that there are 830 remanufacturers of wood in the state of Michigan employing, as before noted, ninety-nine different varieties. In some instances a wood is employed chiefly because it is convenient, but this is not generally the principal reason. Its employment for a particular purpose is more likely due to its peculiar and special properties such as strength, elasticity, color, hardness, softness, figure, or the absence of objectionable taste and odor. As for choice between two woods, one manufacturer is likely to have a preference to induce him to pass by one to pick up another. Generally speaking, price cuts a good deal of figure in the employment of woods in the factories of Michigan, and the wood is usually bought that will answer the purpose and that can be secured at the lowest price. In some special instances, however, lumber is purchased that serves the purpose best. Hence it is that such a considerable quantity of lumber is purchased from outside the state.

The book involves a list, which is very exhaustive, of the uses to which various varieties of lumber are placed in the state. As a supplement is a directory of important wood-using houses.

Copies of this publication can be obtained on application to A. C. Carton, secretary of the Public Domain Commission, or Huntley Russell, commissioner of the State Land Office, Lansing, Mich. It is a work that should be secured and carefully read by manufacturers and jobbers of lumber throughout the country.

Unnecessary Literature

The question of economy in government has been so widely discussed by newspapers and periodicals that everybody, who has any connection with the government, has probably seen some way in which dollars could be saved. Undoubtedly one of the most flagrant money-spending propositions indulged in at Washington is the use of the government printing office, in which is printed all public matter of every description. The difficulty is not in the fact that the government gets out too much information, but that the information is not wisely or even systematically distributed.

HARDWOOD RECORD is constantly reminded of this fact by continuous receipt of all sorts of pamphlets and bulletins varying in size from a single sheet to bulletins of a hundred or two hundred pages, which are absolutely useless as far as any connection with the hardwood or general lumber trade is concerned. The same thing is undoubtedly true in every other line. In fact the whole policy of distribution is evidently wrong. Under the present method representatives from any district, regardless of the location of state or district, are each given, gratis, the same number of every publication which is issued. As an article in Lippincott's magazine pertinently points out, a member of Congress from an east side district of New York City gets as many reports on Diseases of Cattle as a member from a distinctly rural district of a farming state. It is very easy to conceive, under these circumstances, of the vast number of wasted copies of every publication.

Another conspicuous waste of money is caused by reiteration of information. The same report will often be printed in three or four different forms, with various preliminaries and summaries, no one of which could not be included in the complete report. It certainly seems from only casual observation that a very material saving in this direction could be effected without any particular effort.

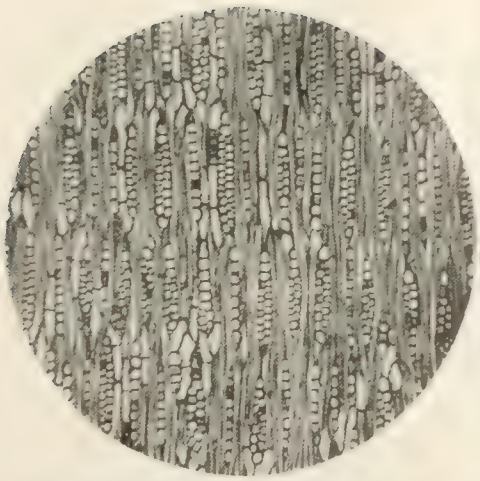
Don't ask a foreign merchant for a "statement." It is customary, and gives no offense, to ask for references, which are promptly and courteously given, but a request for a "statement" is a fatal offense.

Summary of Kinds of Wood Used in Michigan

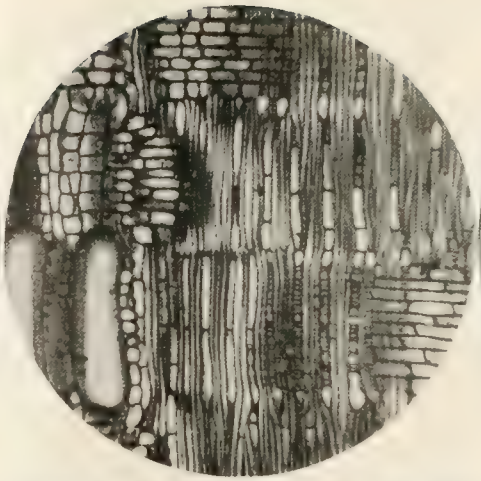
KINDS OF WOOD.		QUANTITY USED ANNUALLY		Average cost per 1,000 ft.	Total cost F. O. B. factory.	Grown in Mich., per cent	Grown out of Mich., per cent
COMMON NAMES.	BOTANICAL NAMES.	Feet, B. M.	Per cent.				
Sugar maple	Acer saccharum	333,724,944	26.02	$17.53	$5,849,472	91.2	8.8
White pine	Pinus strobus	210,136,308	16.38	21.57	4,532,296	34.5	65.5
Hemlock	Tsuga canadensis	151,758,450	11.83	13.31	2,019,305	98.9	1.1
Beech	Fagus atropunicea	71,353,362	5.56	14.69	1,048,170	98.1	1.9
Basswood	Tilia americana	56,432,782	4.30	20.79	1,173,200	74.2	25.8
[illegible]	Quercus alba	46,230,272	3.60	47.63	2,202,171	11.1	88.9
White elm	Ulmus americana	44,001,947	3.43	22.98	1,011,340	86.4	13.6
Sweet birch	Betula lenta	40,469,908	3.16	26.96	1,090,895	80.6	19.4
Longleaf pine	Pinus palustris	34,901,539	2.72	25.29	882,576	.....	100.0
Red oak	Quercus rubra	29,278,234	2.28	40.25	1,178,581	90.5	9.5
Red gum	Liquidambar styraciflua	23,404,896	1.82	24.62	576,265	.....	100.0
White ash	Fraxinus americana	23,341,687	1.82	39.47	921,247	54.6	45.4
Yellow poplar	Liriodendron tulipifera	22,660,996	1.77	49.53	1,122,425	.4	99.6
Shortleaf pine	Pinus echinata	22,382,626	1.74	27.20	608,742	.....	100.0
Norway pine	Pinus resinosa	20,469,591	1.59	20.27	414,978	47.7	52.3
Tamarack	Larix laricina	19,073,700	1.49	13.91	265,410	69.1	30.9
Hickory	Hicoria ovata	14,668,842	1.14	60.61	889,137	8.4	91.6
Silver maple	Acer saccharinum	13,659,068	1.06	20.73	283,121	89.9	10.1
Cypress	Taxodium distichum	11,870,500	.92	35.10	416,661	.....	100.0
Chestnut	Castanea dentata	9,715,226	.76	22.57	219,302	.....	100.0
Black ash	Fraxinus nigra	9,110,432	.71	22.50	205,011	83.1	16.9
Mahogany	Swietenia mahogani	6,906,867	.54	133.28	920,517	.....	100.0
Cottonwood	Populus deltoides	6,562,191	.51	30.83	202,304	8.8	91.2
Black spruce	Picea mariana	5,887,294	.46	15.94	93,861	82.0	18.0
Douglas fir	Pseudotsuga taxifolia	5,092,000	.40	37.60	191,469	.....	100.0
Balm of Gilead	Populus balsamifera	4,912,222	.38	15.62	76,721	83.3	16.7
Jack pine	Pinus divaricata	4,425,000	.34	12.14	53,720	3.6	96.4
Yellow birch	Betula lutea	4,360,526	.34	14.29	62,315	78.2	21.8
Slippery elm	Ulmus pubescens	3,706,233	.29	27.75	102,853	81.8	18.2
Paper birch	Betula papyrifera	2,865,100	.22	11.63	33,320	82.0	18.0
Sugar pine	Pinus lambertiana	2,545,000	.20	42.91	109,210	.....	100.0
Sitka spruce	Picea sitchensis	2,543,000	.20	33.79	85,920	.....	100.0
Aspen	Populus tremuloides	2,411,300	.19	11.54	27,834	100.0	.....
Tupelo	Nyssa aquatica	2,330,000	.18	21.44	49,950	.....	100.0
Cork elm	Ulmus racemosa	2,239,526	.17	34.26	76,721	56.9	43.1
Redwood	Sequoia sempervirens	1,580,000	.12	47.81	75,540	.....	100.0
Western hemlock	Tsuga heterophylla	1,500,000	.12	25.00	37,500	.....	100.0
Western yellow pine	Pinus ponderosa	1,500,000	.12	32.00	48,000	.....	100.0
Black walnut	Juglans nigra	1,473,137	.11	69.97	103,087	3.9	96.1
Western white pine	Pinus monticola	1,378,000	.11	39.08	53,858	.....	100.0
Balsam fir	Abies balsamea	1,323,280	.10	11.68	15,450	74.3	25.7
Northern white cedar	Thuja occidentalis	973,270	.07	27.78	27,038	96.4	3.6
Bur oak	Quercus macrocarpa	889,157	.07	20.37	18,112	95.9	4.1
Loblolly pine	Pinus taeda	730,000	.06	13.15	9,600	.....	100.0
Red ash	Fraxinus pennsylvanica	727,000	.06	33.05	24,026	.....	100.0
Post oak	Quercus minor	705,000	.05	36.37	25,639	.....	100.0
Sycamore	Platanus occidentalis	688,000	.05	26.41	18,168	7.3	92.7
Yellow oak	Quercus velutina	547,000	.04	30.34	16,596	98.1	1.9
Spanish cedar	Cedrela odorata	507,000	.04	32.55	16,502	.....	100.0
Black cherry	Prunus serotina	449,673	.03	30.14	13,551	69.5	30.5
Swamp white oak	Quercus platanoides	315,900	.02	30.66	9,685	74.3	25.7
Circassian walnut	Pterocarya caucasica	252,557	.02	299.14	75,549	.....	100.0
Western red cedar	[illegible]	243,000	.02	43.21	10,500	.....	100.0
Chestnut oak	Quercus prinus	220,000	.02	25.45	5,600	.....	100.0
Black willow	Salix nigra	155,000	.01	20.71	3,210	3.2	96.8
Red maple	Acer rubrum	100,500	*	12.10	1,216	100.0	.....
West Indies boxwood	Tecoma pentophylla	100,000	*	30.00	3,000	.....	100.0
Yellow buckeye	Aesculus octandra	100,000	*	16.00	1,600	.....	100.0
Butternut	Juglans cinerea	75,000	*	15.73	1,180	73.4	26.6
Largetooth aspen	Populus grandidentata	75,000	*	16.00	1,200	100.0	.....
Lombardy poplar	Populus nigra italica	65,000	*	15.38	1,000	100.0	.....
Pin oak	Quercus palustris	60,000	*	41.67	2,500	100.0	.....
Prima vera	Tabebuia donnellsmithii	60,000	*	180.00	10,800	.....	100.0
Hackberry	Celtis occidentalis	50,000	*	18.00	900	100.0	.....
Applewood	[illegible]	50,000	*	50.00	2,500	100.0	.....
Green ash	Fraxinus lanceolata	36,000	*	36.44	1,312	100.0	.....
Red cedar	Juniperus virginiana	35,000	*	57.86	2,025	.....	100.0
Hornbeam	Ostyra virginiana	26,000	*	16.15	420	100.0	.....
Box elder	Acer negundo	25,000	*	12.00	300	100.0	.....
Red spruce	Picea rubens	20,000	*	46.00	920	.....	100.0
Rosewood	Pterocarpa erinoceus	16,957	*	351.36	5,958	.....	100.0
Persimmon	Diospyros virginiana	10,000	*	75.00	750	.....	100.0
Satinwood	Chloroxylon swietenia	8,000	*	128.13	1,025	.....	100.0
Pitch pine	Pinus rigida	6,500	*	42.46	276	.....	100.0
Ebony	Diospyros ebinum	6,100	*	287.71	1,755	.....	100.0
English ash	Fraxinus excelsa	5,000	*	100.00	500	.....	100.0
California laurel	Umbellularia californica	5,000	*	100.00	500	.....	100.0
Teak	Tectoria grandis	5,000	*	160.00	800	.....	100.0
Blue beech	Carpinus caroliniana	5,000	*	12.00	60	100.0	.....
Mountain ash	Pyrus americana	5,000	*	12.00	60	100.0	.....
Ailanthus	Ailanthus glandulosa	5,000	*	15.00	75	100.0	.....
English oak	Quercus robur	4,000	*	390.00	1,560	.....	100.0
Cocobola	[illegible]	2,000	*	237.50	475	.....	100.0
Amique	Labourdonaisia albescens	1,000	*	105.00	105	.....	100.0
Vermilion	Pterocarpus indicus	600	*	266.67	160	.....	100.0
Turkish boxwood	Buxus sempervirens	†	.....	.....	50	.....	100.0
Basket willow	[illegible]	†	.....	.....	1,430	57.8	42.2
Furze	Ulex europena	†	.....	.....	50	.....	100.0
Partridge wood	Andira inermis	†	.....	.....	30	.....	100.0
Weischel	Prunus mahaleb	†	.....	.....	15	.....	100.0
Whangee	[illegible]	†	.....	.....	13	.....	100.0
Bamboo	Bamboo bambos	†	.....	.....	15	.....	100.0
Penang	Liculata acutifolia	†	.....	.....	10	.....	100.0
Snakewood	Brosimum aubleti	†	.....	.....	10	.....	100.0
Malacca	Calamus scipionum	†	.....	.....	10	.....	100.0
Calitour	Pterocarpus santalinus	†	.....	.....	8	.....	100.0
Pimenta	Pimenta acris	†	.....	.....	8	.....	100.0
Palm	[illegible]	†	.....	.....	6	.....	100.0
Cochenille	[illegible]	†	.....	.....	5	.....	100.0
Totals	[illegible]	1,282,561,200	100.0	$23.12	$29,650,823	62.06	37.94

*Less than 1-100 of 1 per cent.

†Bought by the piece or by weight.



Tangential section of Persimmon (*Diospyros virginiana*-L.), showing rays in horizontal seriation. Enlarged fifty diameters



Radial section of Persimmon, showing tier-like arrangement of rays, vessel segments, wood fibers and wood parenchyma fibers. Enlarged fifty diameters.



Tangential section of Ohio Buckeye (*Æsculus glabra*-Willd.), showing typical irregular disposition of rays and vessel segments. Enlarged fifty diameters.

Tier-Like Structure of Some Woods

A feature of importance in the identification of certain woods and one that has been largely overlooked in American species is the presence, on longitudinal sections, of fine, delicate cross lines or stripes. They appear to best advantage on the tangential section and in a few instances in tropical woods are so distinct as to be commonly known as "ripple marks". The distance between these markings varies from 0.11 to 0.50 mm., and is fairly constant for a species.

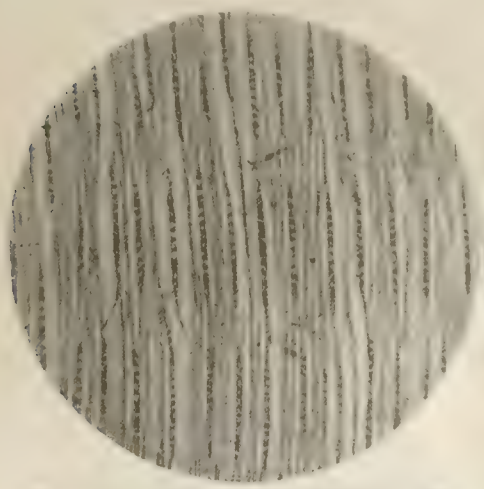
The American woods characterized by the cross stripings are yellow buckeye (*Æsculus octandra*-Marsh.), persimmon (*Diospyros virginiana*-L.), mahogany (*Swietenia mahagoni* Jacq.), basswood (*Tilia americana* L., *T. pubescens* Ait., *T. heterophylla* Vent.), and lignum vitæ (*Guaiacum sanctum* L.). Among tropical woods a very large number show these markings. Good examples are the lignum-vitæ of commerce (*Guaiacum officinale*-L.), red sandalwood (*Pterocarpus santalinus*), narra (*Pterocarpus indicus*-Willd.), Jamaica-Quassia (*Picrasma excelsa*-Planch.).

In not all of the woods are the cross markings of equal distinctness. In yellow buckeye and mahogany they are plainly visible to the unaided eye. In persimmon they are distinct after being once observed, but are liable to be overlooked in casual examination. In basswood the lines are near the limit of vision, but when the specimen is held so that the light is reflected from the surface at just the right angle, they can be seen without a lens; in fact they are less distinct with a small lens, but a reading glass is of assistance in bringing them to view. In lignum-vitæ the lines are very fine, but under the lens show with great distinctness and regularity.

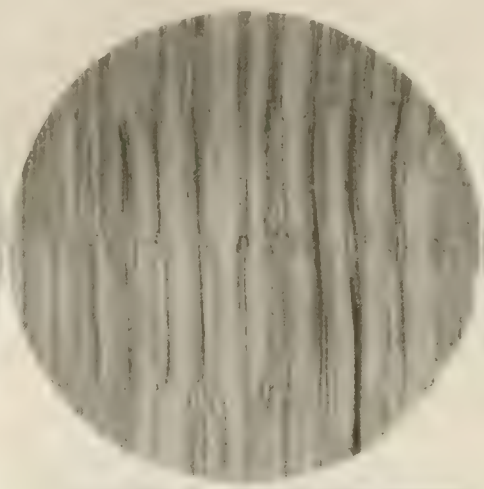
In all American species exhibiting cross-striping (except mahogany) the feature appears to be constant and is of considerable value in distinguishing woods. In mahogany the feature is not so dependable, as the same piece of wood may show the markings in one place and not in another. When present, however, it will serve as a means of distinguishing the true mahogany from its many substitutes on the market.

These cross stripes are due to one or more peculiarities in the structure of the wood. In most woods the rays are arranged irregularly and are not uniform in size and shape. In yellow buckeye, lignum-vitæ, and many tropical woods, the rays are not only uniform in size but are also arranged in horizontal series or tiers. This is largely the case in persimmon and mahogany, but here there is less regularity in the size of the rays. The general effect is much the same, though the lines are somewhat wavy.

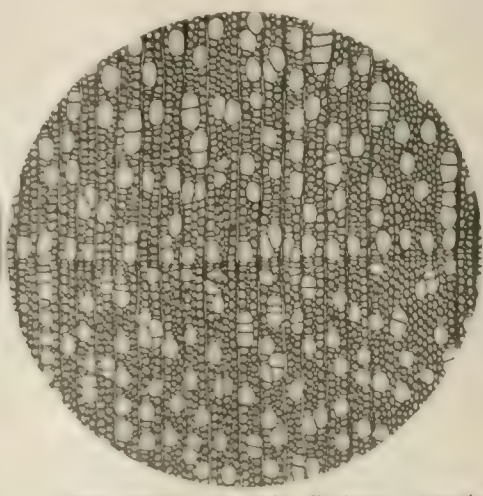
In addition to the rays the wood cells—wood fibers, wood parenchyma fibers, vessel segments—are also in tier-like arrangement. The resulting structure may be compared roughly to that formed by placing bundles of toothpicks end to end and crowding them together



Tangential section of Yellow Buckeye (*Æsculus octandra*-Marsh.), showing rays in horizontal seriation. Enlarged fifty diameters.



Radial section of Basswood (*Tilia americana*-L.), showing vessel segments, wood fibers and wood parenchyma fibers in tier like arrangement, cut with no rays present. Enlarged fifty diameters.



Cross section of Ohio Buckeye (*Æsculus glabra*-Willd.), showing ordinary spacing of rays and small gap where two rays were missed by plane of section. Enlarged fifty diameters

somewhat. The junction of the fibers is almost always between the rays. In the case of basswood the rays are uneven and irregularly arranged, and the cross markings are due to the arrangement of the wood cells only. It is on this account that the lines are less distinct than in the other species mentioned.

This peculiar arrangement of wood elements is also in evidence on cross sections of the wood. Where the rays are in perfect horizontal seriation a section between two tiers shows an entire absence of rays. In most instances, however, it results in gaps of irregular width, depending upon the degree of regularity of the stories. Where the rays are much wider near the middle than at the margins, their apparent width when viewed transversely will show considerable variation, according to the relative location of the plane of section. Where the fibers are arranged in tiers, their apparent size is affected in a similar manner.

In Dr. von Höhnel's investigations of tropical woods with tier-like structure he found in a few cases that the fibers were so arranged that when the plane of cutting was near the junction of two tiers, the sections showed large and small cells in alternate radial rows. The small cells were the sections of the tips of the fibers forced by growth between their upper and lower neighbors. When the cells were being formed in the cambium they were soft and plastic, and the pressure of the bark is supposed to have caused them to assume a tangential rather than a radial arrangement so that when cut across they were in alternate radial rows instead of alternately in the same row.

While any wood showing cross markings on the tangential surface will also show them on the radial, yet in woods where the rays are of uniform height and uniformly spaced in vertical series but not in horizontal series the radial surface will show cross markings, while the tangential will not. Consequently in looking for this feature it is always important to choose a tangential section. It is very common to find the tracheids of conifers with uniform endings, but the feature is visible only under the compound microscope and does not result in distinct cross markings on the wood.

The importance of this feature in distinguishing species may be seen in the case of buckeye. The yellow buckeye has very distinct cross markings, while none of the other species possesses it. Since buckeye and basswood are very commonly mixed and sold together without discrimination it is possible, by means of the comparative distinctness of the lines, to separate the woods. If yellow buckeye is present it can be picked out at once by the very distinct markings. Such of the remaining wood as shows a faint cross marking only at a certain angle of vision or under a reading glass is basswood. Other species of buckeye will show no regular markings whatever on tangential section, but may to some extent on the radial. Basswood is sometimes confused with the sap-wood of tulip-tree or white-wood or with magnolia, but neither of these woods has its elements in tier-like arrangement, making separation from basswood easy.

Persimmon exhibits considerable variation in color and to less extent in the density of the wood. Sap-wood is of a light greenish yellow or nearly white, while the old heart-wood becomes almost black. Persimmon is a very valuable wood in the shuttle trade, and in view of the possible substitution of other woods when it is ordered, it is important that the purchaser be familiar with the distinguishing feature of the cross lines, upon which he may rely with certainty.

SAMUEL J. RECORD.



Quirks In Lumber Selling



A group of hardwood men were seated about one of the leather-covered tables which adorn the cool recesses of most metropolitan hotels, and as the white-aproned waiter removed the empty steins, and cigars were lighted, someone started the inevitable question, "How's business?"

"Not so very good with us," said one of the lumbermen, "but we believe when the railroads get to buying, things are going to be a lot better."

"And I suppose that if we have good crops and the presidential election goes the right way, the price of quartered oak will rise," said the insurgent of the group, with a laugh. "The truth of the matter is that most of us do too much talking about general conditions and not enough hustling for specific orders. In other words, we are pretty good political economists and pretty poor salesmen."

"Do you mean to say," interjected a grizzled veteran whose struggles with many a sawmill crew had left their imprint on his well-lined face, "that we can sell lumber, no matter how business is, and that we can keep our yards clear of low grades when there is more of that stock being offered than buyers are ready to order? If you can do that you're a wonder, and I'll pay for the next round while you elucidate your system."

The other speaker laughed.

"I haven't any system, any more than you fellows who go out to the track and play the favorite in every race, have a system," he said. "But I do believe that if we knew a little more about how to sell our lumber and a little less about crop conditions in Saskatchewan, we'd be a lot better off. To illustrate, the best salesman I have fills his letters with facts about the specific needs of the consumers he calls on, no matter whether he sells them or not, so that we have an exact and constantly growing register of information about the kind of lumber used by the factories in the territory we are covering. On the other hand, the poorest man at selling lumber who is connected with our pay-roll ought to be able to write a fine lead for a Sunday story in the financial section, judging from all the talk about 'underlying conditions,' 'poor crop prospects,' and other similar piffle that he sends into the office to account for sales being light."

"What sort of plans have you," inquired a lumberman who had been content to listen until then, "for keeping your salesmen keyed up to the right notch? In other words, do they rely on their own resources entirely, or have they occasional assistance from the office to help them in handling a difficult customer?"

"The best aid to sales enthusiasm," said the speaker, who had evidently been given the job of presiding over the informal conference on selling methods, "is a trip to the office. As a matter of fact it is too much to expect of the average hundred-dollar salesman that he go out on the road and, without special information about what you have to sell and the character of stock you are ready to deliver, impress buyers who are being constantly solicited with the fact that they should buy from you rather than someone else. I frequently have a man who is falling behind in his work run into the office for a few days. We talk over the situation; he sees the lumber we have on hand; we discuss the possibility of moving certain special items which we are particularly anxious to get rid of. The discussion suggests to him, almost inevitably, the names of customers who can use the stock that we have been talking about, and the result is that he returns to his work not only with a better general idea of our lumber, but with pretty live prospects, which he immediately proceeds to turn into sales.

"You wouldn't expect a salesman for a shoe manufacturer to go out and sell shoes without knowing anything about the factory and about the style ideas of his house. Yet in effect that is what happens when a lumber salesman armed only with a mileage book and a stock list is sent out from the office and told to get business. In a case of that kind low price is about the only argument that he can offer that will really have an effect on the customer, and that is why, when business is dull, you find your salesmen turning in orders at prices which are certainly not large enough to insure a fair profit

Had the salesman been able to talk intelligently about the particular stock his firm was ready to ship, or had he been able to apply his knowledge of lumber to the consuming needs of the factory man, low price would not have been the only selling argument worth trying. If a hunter is going to bring down his quarry, he needs real ammunition and not paper wads. Most of us have not been furnishing much of the former.''

The conversation quoted above is probably typical, and demonstrates the fact that lumbermen are giving attention to sales problems in a way that would have been considered needless a few years ago. That this is resulting in increased effectiveness there is no doubt. A lot of simple methods of keeping tab on the work of salesmen and of aiding them to develop real selling ideas have been put into effect, and those who have operated the slap-dash systems, formerly in universal use, have realized that it is up to them to improve this department of their business.

One successful hardwood firm sends out every few days cards on which are written, under the head of ''Push,'' items which the concern is long on and which are to be put forward at every opportunity. On the back of the card is the caption, ''Go Easy,'' and under this are items which are scarce and which the salesman knows should not be sold except at a good price.

Daily reports covering every concern called on are in general use, and where a really comprehensive report is required these furnish the basis of very profitable efforts later on. The report card should not state merely that the buyer was not in the market, but should show who is in charge of lumber purchases; what the character of stock used is; about how much lumber is on hand; about when the consumer should be in the market for material and other specific information having a bearing on the customer which can be secured by the salesman if he keeps his eyes open and makes a few discreet inquiries.

The salesman should be encouraged to work intensively rather than extensively. Some lumber salesmen never seem to have enough territory; they are always complaining that they ought to have larger ground to cover and that the number of customers that they call on is too small to enable them to keep profitably employed all the time. Others, if they have learned how to put in their time to good advantage, do best when confined to a single state or a single city, if the latter is a large consuming market, and it is certainly to the advantage of the house that its business be concentrated as much as possible.

Frequent calls help to sell lumber, and it is obviously true that the salesman who visits a consumer every couple of weeks, other things being equal, will sell more lumber to that concern than the solicitor who calls every three or four months. The personal connection is still one of the main factors in selling, and if the business involved justifies it, the salesman should keep so closely in touch with his customers that there is no chance of an order being placed before he has an opportunity to bid on it.

This brings up the subject of local offices in large markets, and it is the experience of a good many lumbermen that their salesmen do much better if permanently located in a consuming market of importance than if they attempt to get business out of it merely by calling occasionally as part of the trip to a number of consuming sections. It is much better for the solicitor to establish headquarters at the leading consuming center in his territory and work out from there, than to have his office at the plant of the lumber company, so that he is always considered a stranger in a strange land when he goes to the market where he expects to sell most of his stock.

The almost universal use of the telephone in getting quotations and ordering is largely responsible for the decreased efficiency of the peripatetic salesman. He goes into a big market, makes up a list of the people he intends to call on, tries to arrange appointments with their buyers by telephone, and, usually succeeds in getting in touch with only a few desirable prospects, most of whom are regularly solicited by a host of other salesmen. In other words, he covers the beaten path because it is the obvious and easiest one, and it takes him a lot of time to do it at that.

A marked increase in the business produced from a given territory almost invariably follows a trip from the office by the head of the concern with the salesman. Partly because of the prestige given by the presence of the man in authority, and partly because the salesman is stimulated to his best efforts on this account, orders are frequently doubled or trebled when this experiment is resorted to. Incidentally, the lumberman himself learns many valuable facts about his customers and is able frequently to improve relations with many of the people his representatives have been soliciting. Here again the personal element comes into play.

Salesmen, like athletes, frequently go stale. Perhaps they lose a few big orders they have been counting on, or maybe they get the idea that their house is unable to sell at current market prices. Whatever the cause, the salesman needs help before he can get back to a point where he can produce a normal amount of business. A well-known lumberman who had heard that a successful life insurance manager frequently spurred his men to increased effort by framing up fictitious lists of ''prospects,'' uses the same system in getting his salesmen, who seem to have lost their grip, back into condition. Daily notes containing ''grape-vine'' information about concerns in his territory being ready to buy, as well as legitimate market reports indicating the prospective trend of prices on certain items and the fact that these items are therefore a good buy, are sent the salesman, and the lumberman declares that it is really remarkable how quickly his work picks up, once he is given something tangible to work on.

One of the chief departments of salesmanship consists of adjusting complaints. The salesman who is able to take care of a complaint in a way that will appease the customer without causing serious loss to his house is a double asset, yet many salesmen dodge this necessarily disagreeable duty, or make matters worse by invariably siding with the buyer. This is the easiest way, from the standpoint of the salesman, yet his duty to his employer demands that he conserve his interest and cause as little loss as possible. Diplomatic handling of a rejected car, for example, will frequently result in the lumber being accepted at a reduction in the invoice, which is a good deal less than the expense of resale and reshipment would amount to. Every salesman should be taught to consider himself an adjuster of complaints, and by the same token should be given authority to settle. He is on the ground, sees the lumber and knows the customer, and he can certainly do better for all concerned than if the complaint is allowed to take its course and time and expense consumed either in reinspection or in securing another outlet for the shipment.

''It is my opinion,'' said a hardwood man who has given considerable thought to the question of selling lumber, ''that we have too many one-hundred-dollar-salesmen and not enough three-hundred-dollar-men. The high salaried solicitor is frequently cheapest when the expense is figured on the basis of sales. If we demand results and co-operate with our men to get them, the chances are we will have fewer salesmen and at the same time, I hope, very much better ones. The problem of improving the efficiency of the sales department is undoubtedly the leading question with which the trade is confronted.'' G. D. C., Jr.

Building Operations in Chicago

Building operations in Chicago are at flood tide in what is known as the ''loop district,'' which constitutes the main retail merchandizing and office building section of the city. More than nine thousand feet of frontage during the last twelve months and up-to-date have been cleared of their structures, some of them reasonably modern ones, and have been or are being replaced with skyscrapers of the most modern type.

Outside of this section intense activity prevails in the erection of flat buildings in all residence districts of the city, and still further in the suburbs thousands of detached houses are being erected. There is also considerable activity in the construction of new and additional factory and warehouse buildings.

On the whole it is thoroughly believable that Chicago, in its building operations, will outstrip any previous year in its history, and in character and cost of them will make a monumental record.

A Lumber Jobber's Opinion

A well-known eastern lumber jobber, who occasionally has a grouch to dissipate, sends a red-hot letter to HARDWOOD RECORD with no string attached to it as far as publication goes. From it is made the following excerpts:

"Many years' experience in this lumber business has convinced me that there are more dishonest, low-down people receiving lumber than there are who are shipping it. This is a good deal to say, but I have been a pretty fair observer of conditions for a long while. In the larger cities are a great number of concerns to whom you have to pass out graft in order to get their business. It is not the quality of the lumber nor the condition of it, but it is 'how much is our business worth to you'?

"These observations pertain largely to corporations, because no individual would benefit by such a proposition unless he had dishonest receivers in the yard who hold up the shippers. As a general thing the commission man has no interest further than his commission, and I am sorry to say he is more apt to sell one thing and order something else at the mill than he is to do the square thing, but when it comes to the legitimate wholesaler, who buys outright and sells to his customers, and carries their accounts, if he has any sense at all, he can not afford to do anything but the square deal.

"Don't let anyone for a moment think that the wholesale consumers are being abused, because they are not—they are getting all they pay for. When the price of firsts and seconds oak is $55, and they demand it for $48, all they are entitled to is $48 worth of oak, and if they don't get $55 quality they have no reason to complain.

"There may have been a time when people got something for nothing; in fact, all consumers got it, but that time has gone by. The short count of today is owing to competition and more rigid measurement at the mill. I can remember the time when every car would overrun from two hundred to six hundred feet, because the millman was liberal, and paid no attention to fractions. If a board was 9½ inches wide, it was called nine inches. Today a board 9½ inches wide is called 10 inches at the mill, and sometimes a 9⅜-inch board is called 10 inches. The measurement is shaved right down to the last hair.

"Again, if the wholesale manufacturing consumer gets a car that falls short ten feet, according to his man's tally, he deliberately docks it, but if it overruns ten feet, a hundred feet or three hundred feet he chuckles to himself and settles for the amount of his invoice, and says nothing about the overrun. But, he calls the man whose stock runs a little short a thief. On the other hand if it overruns he goes to prayer-meeting and thanks the Lord that he is not like other men.

"When it comes to the ethics of trade, your humble servant can talk by the hour. I have been in stock companies; I have done business on my own account; have worked for others, and have dealt with all kinds and conditions of men, and I am glad to say that most people mean to be honest, and they are so far as they can see, according to circumstances and from their moral viewpoint. One of the best instances to me of a man trying to be right is the one who continues long in business and is fairly prosperous. The unholy rascal does not live long in the lumber business or in any other line of trade. He is found out after a short time and is unable to do business with anyone. We see examples of this sort of men every day.

"It doesn't pay to waste too much time and sympathy on the average receiver of lumber. A short time ago I had a case of a man who turned down a car of lumber flat, and refused to unload it after causing eight days' demurrage. Why? Because he sent his teamster to unload the car and when the man came to pull a few boards out they did not just suit his taste, and without knowing anything about the general condition of the car, whose lumber it was, or but very little about lumber, he drove back to the office and told the proprietor it was a wet car and could not be used. I had the invoice returned with a curt letter. After personally examining the car, I went after the man and told him I could not stand for that kind of business; that it was his duty to unload the stock and lay out such of it I had not sold him, and we would remove it or adjust it. By urging he unloaded the car with the result that he accepted the lumber and said it was all right; placed an order for more, and apologized.

"Every dollar of my profit in the transaction was consumed in the expense and time that I and my representatives were put through by an ignorant employe. I contend that this sort of a buyer is a menace to the trade. Before he refused the car it should have been his business to give the stock a thorough examination, and know what it was before making a complaint. What are you going to do with men who take a teamster's representation for the character and quality of a carload of lumber? Such a case as stated is not a isolated one, but it is almost an everyday occurrence.

"I wish you might go at this sort of people with your pen, and wake up cattle of this kind, by putting it to them straight, and show them the moral obligation to the people of whom they buy lumber."

The above letter is a specimen of a good many received at the office of HARDWOOD RECORD with a good deal of regularity, and where there is so much smoke there must be some fire. It occurs to the editor that there must be a lack of efficiency in the management of many wood remanufacturing institutions. They trust many important details of their business—the counting of their dollars—to incompetent employes, with the result that people with whom they deal are put to needless and extraordinary expense in the sale of lumber, and in making the sales actually stick.

One well-known jobber in discussing this question with the editor a short time ago, in a semi-humorous vein, observed:

"You know I can explain to you why the lumber jobber makes so much money out of his business? It is a perfectly easy exposition in figures. On an average he gets a gross profit of thirty dollars on every car of lumber he sells. It costs him ten dollars to buy this lumber; it costs him ten dollars to sell it, and it costs him ten dollars to settle the kick. This is the reason I am not wearing a new checkered spring suit."

One Cent Letter Postage

HARDWOOD RECORD is deluged with literature from the National One Cent Letter Postage Association, which seems to be composed of sundry more or less distinguished gentlemen of Cleveland and other towns, and whose work is engineered by George T. McIntosh.

As far as this publication is concerned it believes an attempt at one cent letter postage on the part of the postoffice department would be a mistake. The general business public is not finding any fault with paying two cent letter postage, but what it does insist on is much better service. Let's pay even a higher rate of postage, if necessary, but demand better and prompter postal service.

Danger Ahead

High prices of hardwood lumber do not necessarily spell increase and permanent prosperity for either the manufacturing or jobbing trade. High prices to those who at present have substantial holdings do mean an increased and immediate profit, but it must be recalled that every time there is a boost in prices, it means an increased seeking for substitutes for wood, which when once installed are very hard to dislodge.

A letter from a prominent Illinois manufacturer of iron beds was received by HARDWOOD RECORD recently. He has formerly been a large consumer of low-grade hardwood crating material. He says:

"We wish to advise that owing to increased price of hardwood crating lumber, we will not in the future be interested in this material. We have adopted a new method of packing and have discarded the use of lumber entirely."

This is not an isolated case, but similar to those coming to our attention almost daily. There is a positive danger in the high values likely to obtain during this current bulge in hardwood values. Prices should not be set at too high a level for the future good of the industry.

Brazilian Hardwoods

There is no country in the world which has as great a variety of hardwoods as Brazil, and while former governments of that country seemed to do all in their power to prevent not only foreigners but also their own citizens from utilizing them, the present one, under Dr. Pecanha, is doing quite the reverse. Several commissions from Europe have recently been in Brazil to study conditions and opportunities. As a result many important companies for exploiting the riches of the country have been formed. A long time ago the attention of capitalists was drawn to the chance of securing good dividends by exporting the Brazilian woods, which, as commissions have reported, exceed in riches, quality, variety of color and application, those of all other countries.

While for a long time Europe has been getting mahogany, palisander, jakaranda and some other kinds of hardwoods from that country, now there is a company which will send along everything that is likely to be of use in Europe—the Sudamenkanische Handels-Gesellschaft, with its headquarters in Frankfurt-on-the-Main, and a branch office in Rio de Janeiro. This concern has gotten hold of the most important concessions that have ever been given in South America.

The greater part of Brazil is covered with virgin forest. Although this land, which has had a world monopoly in coffee, cacao and India rubber, has supplied all the European demands in these lines, the Portuguese residents have prevented the export of the hardwoods. The new system, however, works on the plan of cutting down the forests, sending the best hardwoods abroad, and then utilizing the wonderful humus soil for India-rubber planting, which at present pays better than any other culture. For this purpose, very large districts have been opened up, roads built, transportation facilities furnished, and rope railways constructed. Soon the products of the exploitation will be appearing in European ports.

Of the various kinds of woods which are suited for foreign manufacture, etc., there are over one hundred. Of these about forty or fifty will be sent to Europe this year. Among them are several which are suitable for carriage and car manufacture, parquet flooring, furniture-making, house and shipbuilding, the manufacture of musical instruments, and other purposes where either especially heavy or especially light woods are desirable or necessary.

That the woods of Brazil are so different in quality is the wonderful part about them. There are kinds of laurel and myrtle which have countless uses; there are some that have the softest and others with the most fiery colors. There are still others which with extraordinary lightness of weight combine resistance to wind and weather. Some smell, when cut, like amber, roses and violets; some may be ground up to make essences; and finally, there are dye-woods of wonderful character. Another group yields medicinal remedies.

It remains to be seen what influence this exploitation will have on the European and American markets. ROBERT GRIMSHAW.

Tales of the Trade

"STRETCHING" HIS HITS

Recently a number of leading lumbermen in the Lumber Exchange at Minneapolis formed a baseball club for the purpose of trimming all would-be ball players outside of the lumber fraternity.

One of the prominent members of the team is Walter Joyce of the Joyce-Connor Company, and the other members of the team are chuckling in glee over "Walter's" attempts to slide to second.

It seems that on several occasions he reached first base unharmed, and while the opposing pitcher was winding himself up for delivery of the ball Mr. Joyce got a good lead and started for second under a full head of steam. In attempting to slide he started too soon, and it is said, stopped some eight or ten feet short of the base, and had to crawl the balance of the way.

It was told the writer on very good authority, that Mr. Joyce is now practicing with weights, stretching machines, etc., in order to lengthen himself and has discontinued the use of the elevator in the Lumber Exchange, preferring to slide down the banisters for practice, and as his office is located on the eighth floor, he has never failed yet to land at the bottom, even with his foot on the clutch and all brakes set.

ROUGH SLIDING

Some time ago, when on a business trip to a prominent city, John M. Pritchard of Memphis, discovered that a friend who accompanied him had lost a trunk strap. In the goodness of his great heart Mr. Pritchard volunteered to go down to the baggage room to get one, and stepping back to turn around, struck the yawning mouth of the open trunk chute leading to the baggage room on the floor below. In the twinkling of an eye he found himself in the latter place and without hesitation turned to the big Swede official and remarked: "I came down for a rope."

"Ay see you did," said the baggageman, and proceeded to supply the desired article.

John states that neither cracked a smile and that apparently the Swede did not notice the suddenness of his appearance. In fact, he thinks the entire matter passed off gracefully, after he "lit."

If you desire to see him involuntarily reach for slivers in his match scratcher, ask him for a trunk strap.

TEAM WORK SOLD THE COW

W. H. Sill of the Minneapolis Lumber Company puts in his spare time on a small farm near his home town of Minneapolis. His partner, P. R. Hamilton, states that not long ago Mr. Sill, while down in Wisconsin purchasing a cow, heard the farmer's wife call out of the window "Don't sell old Pail Full." This arousing his curiosity, the farmer explained that she was a pet belonging to his wife, who was always afraid that he would sell her. Mr. Sill states that she was a fine looking creature (we mean the cow) and he made up his mind at once that "Old Pail Full" must be his—in fact he paid a bonus to get her.

Mr. Hamilton further states that she will probably be old before she gives a pail full, and thinks the farmer's wife was honest in applying the name mentioned.

Mr. Sill is also quite a chicken fancier. Several years ago he set an incubator with 350 eggs and soon found himself the proud father of one chicken. The next year he set it again, securing twin chicks this time, and claims that any one ought to be satisfied with 100% increase on the second year.

He now buys his chickens hatched to order, believing that it is cheaper in the long run, with less strenuous parental anxiety attached.

"GIGGLES"

The writer of a number of anecdotes which have appeared in "Tales of the Trade," much to his surprise read in a late issue of HARDWOOD RECORD a story published about himself. He immediately suspected one of his previous victims and wrote to the publishers, asking them to extend to the perpetrator his compliments for the said atrocity. It later developed that his own stenographer, thinking it was about time to put a crimp in him, evolved this gem by the aid of her vivid imagination. She states that she had the time of her life while the above mentioned letter to the publisher was being dictated to her.

The victim of this hideous joke now recalls noticing a somewhat unusual spasm while the lady was transcribing the letter, but thought nothing special of it at the time and put it down as merely a feminine giggling spell, but we all learn sooner or later that there may be unknown to us, a serpent in our midst.

REGARDING BOX MANUFACTURE

"Do you think," a box man was asked, "that the box factory which has just gone into bankruptcy in your city could have succeeded under different management? It seems to have a good location, building and machinery."

"No, experience in this has proven that the small box factory cannot last any length of time, as it must do a large volume of business or be forced down and out by a big overhead expense. The factory you mention cut up from six to ten thousand feet a day and could not exist in competition with three other plants in the city, which usually work from forty to sixty thousand feet a day.

"Our business is one in which there is the fiercest kind of competition, and we must have the volume to enable us to continue. Then we have ever with us the spectre of the pasteboard and paper box, and when lumber gets beyond a certain point a substitute is made.

"I received this morning word from one of my salesmen that a concern who had been using a large quantity of our wooden boxes had refused to pay a higher price, which we were compelled to ask on account of the advance in lumber, and had substituted pasteboard boxes, and I fear we will never get his business back."

Lumber Consumption in Tennessee

Under date of May 25 the United States Department of Agriculture issued a pamphlet on the wood using industries of Tennessee. The work is compiled by Clark W. Gould and Hugh Maxwell of the Forest Service, and is in line with work being done by the government, covering every state in the Union in this way.

According to the report, Tennessee consumes annually 413,878,167 feet of lumber, of which white oak holds the most important place, 14.95 per cent of the total consumption of lumber being of that species. The next four in order are short leaf pine, yellow pine, red oak and red gum, all being very close in relative importance.

The average cost of lumber consumed in the state was $20.73 during the year preceding the compilation of the report, and 63.61 per cent of it was grown in Tennessee. The species which came exclusively from Tennessee were black gum, chestnut oak, yellow oak, cucumber, slippery elm, large tooth aspen, butternut, table mountain pine, white cedar, burr oak, osage orange and river birch.

The planing mill industry is the largest wood using element among the industries of Tennessee. The chief commodities manufactured are flooring, ceiling and siding, and those products are made and offered for sale on the general market. As a general thing the planing mills are merely adjuncts to the sawmills cutting lumber. Red oak, which doubtless includes a number of species under that name, is the most important of the species consumed in this industry. A considerable amount of black walnut was also found to be used. Thirty-one species in all were used in Tennessee in the manufacture of planing mill products, the five leading species being respectively red oak, white oak, yellow poplar, short leaf pine and red gum. These products cost on an average $22.03 a thousand feet.

The manufacture of packing boxes and crates is the second largest wood consuming industry in the state of Tennessee. It is rather a peculiar fact that Tennessee pays a higher average price for box material than any of the other important fox manufacturing states when it is considered that this state has an abundance of cheap raw material to call upon. The average price in Tennessee for box material is $16.26. Cottonwood is the leading species used in the manufacture of boxes in Tennessee, and is far ahead of all the others, representing a total consumption annually of 22,550,000 feet, at an average cost of $21.99. The next four in order are red gum, yellow poplar, short leaf pine and buckeye, the first three being considerably in advance in point of consumption over buckeye. The average price for all these woods is $16.26. Of the grand total of 77,979,510 feet of lumber used in the manufacture of boxes and crates, 57,271,510 feet came from the forests of Tennessee.

The manufacture of furniture in the state of Tennessee has assumed businesslike proportions. Manufacturers in that state are successfully marketing their product in competition with other better known markets, and are shipping their goods often to great distances from places of manufacture. The state, while not yet on a par with North Carolina as a furniture producing state, now turns out three times as much as does Kentucky. The natural advantages accrueing from an abundance of good furniture material in Tennessee forests make the furniture manufacturing industry in the state a lucrative proposition. Local furniture manufacturers procure about two-thirds of their raw material from Tennessee forests. The average cost per thousand feet to the furniture manufacturer is $22.34. The total consumption of wood in this industry is 39,272,000 feet, of which more than nine-tenths is hardwood. The four leading species in order are red gum, white oak, red oak and yellow poplar. Of these four, the only ones aggregating a total annual consumption of over a million feet, red gum, white oak and red oak, are far in advance of all the others, red gum being in the lead with a total consumption of 13,510,000 feet. Of the total consumption, 25,628,000 feet come from the state of Tennessee.

Red cedar forms quite an important item in the production of furniture woods in the state, this wood being extensively used in the manufacture of chests, which are used all over the country.

Fifth in importance in the wood consuming industries of the state of Tennessee are sash, doors and blinds and general mill work. Under this heading are grouped stair work, balusters, railings, steps, interior trim, mouldings and various other forms of manufacture for building purposes. Short leaf pine leads all the other species in this particular group of manufacturing industries, and constitutes nearly forty per cent of the total consumption, although twenty-two woods are used, altogether. The total consumption of forest products for this purpose is 38,216,500 feet, at an average price of $23.87. The first seven important woods are short leaf pine, with a consumption of 15,208,000 feet, followed by chestnut, cypress, yellow poplar, white oak, long leaf pine and red gum, on about an even basis.

The manufacture of vehicles and vehicle parts is of fair proportion in the aggregate, but is made up of a large number of small shops scattered all over the state, and but a few large factories. As a consequence the report probably omitted quite a number of these small concerns, which it was not practicable to include. Hickory is the most important wood in quantity used, although lower in price than some of the others. Osage orange is the most costly of all wagon material, prices being based on finished pieces ready for use, after all work has been done and waste eliminated. Yellow poplar, which ranges third highest in price, goes into carriage bodies on account of its ability to take a high finish and hold paint, as well as for other excellent physical qualities. A small consumption of black walnut went into the manufacture of fancy vehicles in various places. The total consumption of wood in this industry is 33,492,000 feet, of which the average price is $24.99 a thousand feet. Hickory and white oak were well in the lead in quantity of consumption, and next in order were red oak, red gum, white ash, long leaf pine and yellow poplar.

There are nine different species used in the construction and repair of cars in Tennessee, which industry represents a total consumption of 14,164,900 feet at an average cost of $19.41 a thousand. It is a pertinent fact that while Illinois uses twenty-five times as much lumber in the manufacture and repair of cars, the average cost of lumber in Tennessee is but half of what it is in Illinois. This is accounted for to some extent by the fact that Illinois manufacturers use a number of foreign woods in high-grade work, such as sleeping and dining cars, while in Tennessee the type of cars is different, and no high-priced woods are used. Seventy-seven per cent

of all the wood entering the car shops in Tennessee is long and short leaf pine. White oak ranks next in importance, after which follow red oak, Texas oak and chestnut oak.

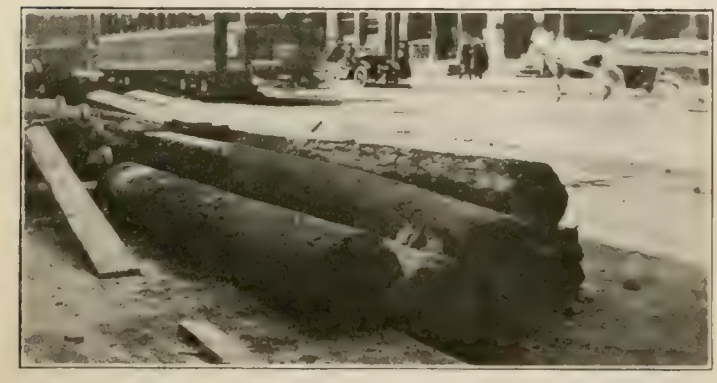
Hickory represents ninety per cent of the consumption of wood in the manufacture of handles in Tennessee. This, of course, is the best known wood for the manufacture of handles, and as yet no adequate substitute has been located. The total consumption of all woods for this purpose in Tennessee is 9,723,000 feet annually, and only four woods, hickory, white oak, red gum and white ash are represented, hickory being in the lead with a total of 8,623,000 feet, The average price is $22.63 a thousand.

On account of the fact that it is not customary to use mahogany in the manufacture of caskets and coffins of Tennessee, the average price of raw material in the manufacture of these articles is low. Red cedar in the manufacture of caskets is very common in Tennessee, because of its long resisting qualities and because of a sentiment which still demands this wood for the purpose. As a consequence casket makers are forced to pay extremely high prices for raw material, and charge accordingly for their product. Twelve woods, aggregating 9,494,000 feet of lumber, are used annually in this line of manufacture in Tennessee, the five leading species being chestnut, short leaf pine, yellow poplar, red gum and cypress, which are all about on an even plane. The average price of raw material in the manufacture of caskets and coffins is $16.53.

Red oak is the principal species used in the manufacture of chairs in Tennessee. Seven species representing a total annual consumption of 6,757,000 feet of lumber are used annually in Tennessee in chair manufacture. The average cost of this raw material is $15.01. Red oak is well in the lead, with white oak second. The next in order are sugar maple, white oak, beech, birch and red gum.

Other minor lines of consumption of lumber in the state are woodenware and novelties, trunks, agricultural implements, sporting goods, shuttles, spools, bobbins, excelsior and pencils. The manufacture of pencils has always been of vital interest and Tennessee consumes annually 5,325,000 feet of cedar for this purpose. In the manufacture of woodenware and novelties, there is a total consumption of 3,261,000 feet at an average price of $20.82 per thousand feet. In the manufacture of trunks 2,890,000 feet of lumber are consumed annually costing $17.55. Manufacturers of agricultural implements in the state pay $22.58 for their stock and consume annually 2,890,000 feet. Manufacturers of sporting and athletic goods pay $17.48, on an average for their lumber, and use 2,625,000 feet. The consumption of dogwood and persimmon for shuttles, spools and bobbins, aggregates 2,370,000 feet a year at an average cost of $23.30. The manufacture of boats is of relatively small importance, consuming 1,776,000 feet of white ash, white oak and cypress at an average cost of $26.95. In the manufacture of excelsior, 1,100,000 feet of lumber is consumed annually at an average cost of $9.02.

The Longevity of Wood



LOG WATER PIPE, BROADWAY, ALBANY, N. Y., LAID 1803 TAKEN UP APRIL 1912.



LOG WATER PIPE, BROADWAY, ALBANY, N. Y., LAID 1803 TAKEN UP APRIL, 1912.

HARDWOOD RECORD is indebted to John H. Himmelberger of the Himmelberger-Harrison Lumber Company, Cape Girardeau, Mo., for the two illustrations that accompany this article. The pictures represent sections of wooden water pipe which were laid in Broadway, Albany, N. Y., in 1803, and which have been in constant use ever since. During April of this year they were taken up and replaced with iron pipe.

This wooden pipe made from sycamore, laid one hundred and nine years ago, is a substantial demonstration of the longevity of wood. The pipe when taken up was reasonably sound and even quite a little of the bark remaining on the logs. It is doubtful if there is any specimen of iron piping in existence that can show such a record, and it goes without saying that no concrete water conduit ever has had or is likely to have such a record.

Incidentally it may be mentioned that these photographs were supplied to Mr. Himmelberger by Howard Rule, who was formerly associated with the Himmelberger-Harrison Lumber Company at Morehouse, Mo., as its secretary.

Brother Guenther Heard From

Emil Guenther, the redoubtable lumberman of Philadelphia, who is about the only member of the National Hardwood Lumber Association who confesses he is a retailer and is willing to announce that fact, practically led the opposition to any change in the rules of the association at its meeting last week. Mr. Guenther's slogan was a versified couplet, which he delivered with great unction, as follows:

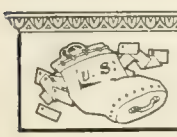
"Raise your price, recall the 'Trust';
Change your grade and we will bust."

Mr. Guenther's slogan and oratory seemed to have as strong an effect on the result of the association's deliberations as did the cry of "Rum, Romanism and Rebellion" on the defeat of James G. Blaine for president.

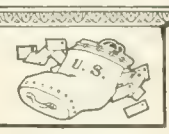
New York Market Conditions

The lumber market situation in New York is regarded as a barometer of the entire eastern situation. In that city, plain oak is in very strong request and but little offered, the demand far exceeding the supply. Poplar is in fair demand with slightly increasing values. Low grade hardwoods are the highest in price in years, and it is difficult to get sufficient stock to supply the demands of the trade. The lower grades of soft woods are bringing better prices than some mill cull hardwoods. The demand in this also exceeds the supply.

On the whole, price is a secondary consideration with the eastern buyers at the present time, and ability to make prompt delivery is a material factor in securing orders.



The Mail Bag



B 266—Seeks Basswood Moulding

New York, N. Y., May 6.—Editor HARDWOOD RECORD: I have a customer who wants to buy basswood mouldings, and probably can be induced to buy in carload lots if the price is attractive. Please advise me of some moulding manufacturers who would be likely to want to figure on a requisition of this kind.

———.

The writer of the above letter is a well-known New York jobber, and has been referred to several producers of basswood mouldings. Any others interested in the inquiry can have the address on application by referring to B 266.—EDITOR.

B 270—Commends "The Middleman's Wages"

Battle Creek, Mich., June 1.—Editor HARDWOOD RECORD: Your editorial in last issue HARDWOOD RECORD entitled "The Middleman's Wages" is a very good one. The only suggestion we could make is that we think you should have made mention of the fact that if it were not for the jobbers, the prices of lumber would not be nearly as staple, and the manufacturers in the long run would suffer materially.

THE F. W. FRENCH LUMBER COMPANY.

The foregoing is one of the numerous letters that have been received during the last few days commending the position taken by HARDWOOD RECORD on the subject of the essential value of the jobber in the hardwood industry. The writer of the above letter is correct in the assumption that the competent jobber does add to the stability of lumber values, but on the contrary, the scalping element of the trade, which sells lumber below its real value and attempts to execute orders with off-grade stock, is a distinct menace to the stability of values.—EDITOR.

B 271—Opening New Wagon Stock Yard

Moline, Ill., May 28.—Editor HARDWOOD RECORD: We anticipate opening a new lumber yard for the storage of implement and vehicle wood stock with ample shed rooms for all our requirements. Can you give us the name of some concern that has an ideal yard in the way of equipment and general arrangement? Any information you can give us will be greatly appreciated. MOLINE WAGON COMPANY.

The writer of the above letter has been advised that so far as the editor knows, the best equipped wagon woodstock yard in the country is that of the Studebaker Brothers Company at South Bend, Ind., although there may be others equally as well arranged.—EDITOR.

B 272—Wants Quotation on Three and Five-Ply Panels

Joplin, Mo., May 25.—Editor HARDWOOD RECORD: We are buyers of three and five-ply veneered panels, and would like to have quotations on them from houses making panels from oak, red gum, birch, yellow pine and tupelo gum.

———.

Any of the panel patrons of HARDWOOD RECORD who would like to communicate with the writer of the above letter, can have the address on application by referring to B 272.—EDITOR.

B 273—Tips to Woods Foremen

Marlinton, W. Va., June 1.—Editor HARDWOOD RECORD: In my contact with woods operations throughout this region, I believe I can safely state that the average woods foreman has it in his power to save his firm at least $10 a day, with practically no extra work on the part of his crew, by seeing that crooks, heavy defects and shakes in logs are so situated as to minimize the amount of damage in the grade of the log when it is sawed into lumber. I find that many times a bad crook in a tree can be worked around by cutting the first log twelve feet instead of sixteen feet to take in the crook and thus avoid heavy waste. Likewise heavy surface knots should be cut around rather than to be left in the middle of the log length, thus throwing them so as not to lower the grade of the log. The cheapest place to get rid of unmerchantable log end and badly defective stock is to leave them in the woods.

It is probably true that a good many woods foremen under instructions from principals to "cut everything sixteen feet possible," go to the extreme in the order, and that more judgment might be displayed by cutting crews to the manifest advantage of the sawmill operator.—EDITOR.

B 274—Slow-Burning Construction

Detroit, Mich., May 25.—Editor HARDWOOD RECORD: An important tip to the lumber trade may be found in the fact that the Fisher Body Company of Detroit, Mich., last winter erected an immense factory building (for the construction, by the way, of metal automobile bodies largely), of a slow-burning construction type, which is regarded practically fireproof. The floors are built out of 2x8, spiked together on edge. The building was erected during the winter, when a building of a substantial concrete structure would have been impossible. It cost less than 7 cents per cubic foot, whereas the cost of a concrete building of a similar character would have cost 15 cents per cubic foot.

The Fisher Body Company is fortunate in having as its chairman of the board of directors a very capable consulting architect who believes he has adopted a form of construction for this big structure that is much superior in fireproof qualities as well as stability to any concrete structure ever erected.

B 275—Situation at Charleston, Miss.

Charleston, Miss., May 24.—Editor HARDWOOD RECORD: We started our sawmill this morning after being shut down practically all the time for two months on account of high water, but intend to begin running double time about June 10 in order to make up for lost time. We find the lumber market very strong in all items. Prices are from two to five dollars higher than on Jan. 1. It is our opinion that these prices will be maintained for the remainder of the year, as from the best information obtainable, hardwood lumber stocks are very short both in the hands of producers and consumers. We have on hand less than thirty per cent of our normal stock. LAMB-FISH LUMBER COMPANY,
W. B. Burke, General Manager.

The analysis Mr. Burke makes of the lumber situation from the Charleston viewpoint is about a duplicate of that received from all other lower Mississippi Valley points. The majority of the mills are now again in operation, after having been closed down for more than two months by reason of high water. Stocks of dry lumber, however, are very short in every quarter. It will be late in fall before the situation is relieved to any appreciable extent with lumber that is dry enough to go into shipment.—EDITOR.

B 276—Wants Gum Table Legs

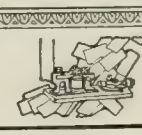
Greencastle, Ind., May 24.—Editor HARDWOOD RECORD: Can you furnish us the addresses of parties who can furnish gum table legs?

——— CABINET COMPANY.

The writer of the above letter has been given the names of several houses which manufacture gum table legs. Any others interested in the prospective customer for this class of material, can have the address by writing this office and referring to B 276.—EDITOR.



News Miscellany



Annual Meeting Hoo-Hoo

It has been definitely decided by the Supreme Nine of Hoo-Hoo that this year's annual meeting will take place at Asheville, N. C., on July 18, 19 and 20. The climatic conditions at Asheville during the month of July are ideal, the temperature rarely rises above 75 degrees in the middle of the day, and the nights are invariably cool. The North Carolina members of the order are very anxious to have a large number attend this annual meeting, and it goes without saying that they will do everything in their power to assist in making the visit a pleasant and memorable one.

The headquarters of the order will be at the Battery Park Hotel, one of the big resort hotels of the country. This famous hostelry stands high up on an eminence almost in the heart of Asheville, affording from its spacious balconies a most wonderful and alluring view of the "Land of the Sky."

Annual Grand Rapids Lumbermen's Association

The annual meeting and banquet of the Grand Rapids Lumbermen's Association was held May 31 at the Hotel Pantlind, with a fine attendance of members, their wives and invited guests. Officers for the ensuing year were elected as follows: President, Wm. E. Cox, Nichols & Cox Lumber Company; first vice-president, Otis A. Felger, Felger Lumber & Timber Company; second vice-president, G. Von Platen, Von Platen Lumber Company; secretary, Arthur M. Manning, Stearns Company; treasurer, Gaius W. Perkins, Jr., Perkins Lumber Company.

A half hour's reception of an informal nature was held preceding the banquet, the reception committee consisting of Mr. and Mrs. A. L. Dennis, Mr. and Mrs. O. A. Felger, Mr. and Mrs. Gerald McCoy, Mr. and Mrs. Ben Wolf, Mr. and Mrs. Walter C. Winchester, Mr. and Mrs. G. von Platen, Mr. and Mrs. O. A. Ward and Mr. and Mrs. N. J. G. Van Keulen.

After enjoying a sumptuous banquet Otis A. Felger was introduced as toastmaster and the program that followed was of exceptional merit. The toastmaster had a fund of stories at his command and the speakers included leaders on the bench, in the pulpit and in business life. Carroll F. Sweet, manager of the Grand Rapids Lumber Company, who now heads the Grand Rapids Association of Commerce, led off in his usual inimitable style on "Lumber Optimisms." Judge John S. McDonald of this city read an able paper on "Individualism and Socialism."

Douglas Malloch of the American Lumberman spoke on "The Lumberman's Reward," and the Rev. John T. Thomas spoke on the topic "The Nature of Things." Last on the program was an eloquent talk on "Success" by the Hon. Gerrit J. Diekema of Holland.

Dancing was enjoyed by the members and their guests at the close.

A Pittsburgh Failure

One June 3 the Commonwealth Trust Company of Pittsburgh was appointed receiver for the I. W. Crane Lumber Company of that city. The receivership was the direct result of a bill in equity against the Crane company filed by a Louisville house, and the receivership was agreed to by the Crane company, which made the move in order to protect the interests of its creditors. The cause of the insolvency was generally supposed to be three heavy failures in which the Crane company was recently caught. This concern is a West Virginia corporation, and the receivership will affect the wholesale lumber business only. Pittsburgh offices have been maintained in the House building for four years.

Labor-Saving Device in Door Plant

The use of electrically operated machines in wood-working plants has been the means of effecting many economies in their operation, so that it is not surprising to hear frequently of some new application of an electric motor in this industry.

The application illustrated and described herewith has proved to be so much more efficient in operation than the method it superseded that a description of it may prove of interest.

The apparatus consists of an automatic hydraulically operated door veneering machine installed in the plant of the Commercial Sash, Door and Blind Company, Beaver Falls, Pa.

This plant is most completely equipped throughout with individual electric motor drive, a total of twenty-four motors being used. Some are mounted on the ceiling and others on the floor in places most convenient for driving their respective machines. Those mounted on the floor are placed in enclosures to protect them from the dust and dirt such as is usually prevalent in plants of this kind.

The veneer is placed on the door frames and when a sufficient number are ready, they are placed in the compress as indicated in the illustration, which shows 110 1⅜-inch frames piled in five rows. Two sets of I-beams are put in place, one above and one below the frames, and turn-buckle clamps, attached from one set to the other, are tightened so as to hold the frames intact. After this has been done, the motor, mounted on the ceiling just about the compress, is started and the operator opens the valve which allows the hydraulic pressure to act. Gradually the carriage rises, compressing the frames until the pressure, as indicated by the gauge at the side of the machine, has reached the desired value. This value is usually from 1,300 to 1,600 pounds per square inch, depending on the nature of the wood to be compressed. A pneumatic safety valve automatically opens at any predetermined value, thus preventing any possibility of danger from excessive pressure.

It will be noted, on referring to the illustration, that the bottom portion of the compress is in the form of a truck. By means of this construction the material may be loaded directly on the truck, which is then rolled to the compress on car tracks. When the desired pressure has been applied for a few minutes (about two, generally), the valve is opened; the pressure gradually relieved, and the truck returns to the normal position and is then rolled away.

As an example of the economy effected by this veneering machine, it should be noted that the time required for compressing is only about two minutes, while that required by the old hand-operated method was from four to five hours. With this method, the frames can be removed at once after they have been compressed, although it is generally customary to leave the clamps on for an hour or so, whereas in the older method it was necessary to have them on for several hours.

The plant is equipped throughout with Westinghouse induction motors, taking current from the central station lines.

Preservation of Mine Timbers

Bulletin No. 107, compiled by E. W. Peters, engineer in wood preservation of the Forest Service, was issued by the United States Department of Agriculture May 31. The bulletin is profusely illustrated with photographs showing defective timbers and their causes, and contains numerous charts graphically illustrating certain facts as demonstrated in its pages. The book contains information on agencies destuctive to mine timbers, practical methods of increasing the durability of timber, results of experimental treatments, cost of treatment, durability of treated timber, economy in the use of treated timber, avoidance of waste and analysis of preservatives. Tables show the results of representative open tank creosote treatment upon various species, and representative creosote pressure treatment of the various species. The bulletin contains a great many new ideas of interest to those in touch with the question of timber preservation.



AUTOMATIC HYDRAULICALLY OPERATED DOOR VENEERING MACHINE INSTALLED IN PLANT OF COMMERCIAL SASH, DOOR & BLIND COMPANY, BEAVER FALLS, PA.

A Useful Publication

The Hotel Monthly of Chicago has recently gotten out a publication of unusual merit and usefulness, entitled the John Wiley Hotel Directory, which lists about 15,000 of the leading hotels of this country and Canada. The book is well printed on durable paper, and is gotten up in convenient size for packing. It is serviceably bound and a commendable publication in every way. It can be had by writing to this concern, remitting the price of $1.00.

The Identification of Catalpa

In a paper contributed by Wm. H. Lamb before the Society of American Foresters of Washington in April, the characteristics of the two common species of catalpa were analyzed in such a way that one following the suggestions outlined would have no difficulty in distinguishing one from the other. The purpose of the paper was to select a single character by means of which those unfamiliar with the technique of botany could distinguish the hardy catalpa (catalpa speciosa) from the common catalpa (catalpa catalpa). The paper points out that it is impossible to distinguish the two from the ordinary distinguishing characteristics, such as the leaves and flowers, and that the pods are essential for positive identification. While the pods vary extremely, they are usually larger in the hardy than in the common catalpa.

There is, however, one characteristic which seems to be entirely dependable for identification, namely, the septun, a long partition in the pod along which the seeds are arranged. This septun may be flat or rounded in general outline, and this variation of shape furnishes the valuable means of distinguishing the hardy catalpa. The septun of the hardy catalpa is rounded, while that of the common catalpa only bulges slightly in the middle.

The Largest Sassafras Tree

American Forestry for April says that the largest sassafras tree in existence is growing on the farm of J. M. Jenkins in Hardin county, Kentucky. The circumference of this tree six inches above the ground is fifteen feet, and at eight feet above the ground it is fourteen feet. The largest tree reported before this was located in the city of Atlanta, Ga., it being fifty feet high and with a spread of more than forty feet. It had a circumference of eleven feet and was more than one hundred years old.

Machine Made Violins

Until a few years ago violin boxes in Germany were made entirely by hand, and their manufacture, with but few exceptions, was a home industry. Since 1907 it has been possible to manufacture boxes by machinery. A stock company of several of the large exporters in Germany was formed, which bought the machinery patent and erected a large factory. The original purpose of this concern was to furnish the dealers with a violin body that would be as cheap as that made in Bohemia with the additional advantage of being made of seasoned wood. Under the machine methods, uniformity of the body is guaranteed. Improvements in machinery have rendered it possible to manufacture violins finished for the market. Attempts have been made to import the violin bodies into the United States, but because of the cheapness of the German article, the dealers abroad were able to undersell the United States.

Meeting New Orleans Lumbermen

The Lumbermen's Association of New Orleans held its regular monthly meeting at Antoine's Tuesday evening, May 25. Following the usual excellent dinner, a brief business session was held.

Chairman W. P. Toung of the export committee reported that the export branch of the association had completed organization, adopted by-laws and created several standing committees.

Chairman Lucas E. Moore of the special committee on permanent quarters reported that suite 203 Denegre building had been rented, furnished and opened for the use of association members.

President Haymann submitted communications from the first vice-president, C. W. Robinson, who resigned his office and membership because of a contemplated visit of several months abroad, and from ex-President W. E. Hoshall, who tendered his resignation from the association on account of his approaching removal from the state. On motion, Secretary Palmer was requested to acknowledge receipt of both resignations and express the regret of the association.

Chairman George E. Watson of the membership committee reported favorably on applications for membership from C. J. Hay and R. E. O'Rourke, and both were elected to membership.

Treasurer Palmer's report, which showed the association finances on a sound footing, was read and received.

Chairman Bryan Black of the law and insurance committee read a letter from W. O. Hart.

a Louisiana member of the National Commission on Uniform Legislation, asking that the association indorse the passage of the uniform bill of lading law framed by the commission. During the discussion which followed Mr. Palmer reviewed his investigation of the bill two years ago and expressed the opinion that its adoption would be in some respects a step backward. Resolutions were adopted in favor of uniform state laws governing bills of lading.

Resolutions on the death of R. Lee Riggs were adopted, and copies of same were ordered sent to the family of the deceased and to the firm of which he was a member.

On motion, the election of a first vice-president to succeed C. W. Robinson, resigned, was postponed until the June meeting.

Recent Michigan Organization

The Cartier-Holland Lumber Company has been organized at Ludington, Mich., for the purpose of doing a general manufacturing and wholesaling business of forest products, and to deal in timber and cut-over lands. The Cartier-Holland Lumber Company is a partnership concern, the principals of which are Charles E. Cartier and Edward M. Holland, both of Ludington. These gentlemen have been actively interested in the lumber business a great many years, and have achieved remarkable success in their particular lines.

Mr. Cartier has been affiliated with the lumber and wood-working business for the past sixteen years. He was formerly with the Cartier Lumber Company, and at a later date with the A. E. Cartier Sons Company. For the past two years he was president of the latter concern, taking that position on the death of his father, A. E. Cartier. Mr. Cartier has also been actively interested in politics in his home town, having served faithfully as mayor, and for the past two years as state senator of Michigan.

Mr. Holland's experience in the manufacturing and wholesaling of lumber covers a period of fourteen years. This time has been spent mostly in the employ of two concerns, namely, the Fuller & Rice Lumber & Manufacturing Company of Grand Rapids, Mich., and the Stearns Salt & Lumber Company of Ludington. Mr. Holland has achieved his unusual success largely because of his remarkable ability to analyze the requirements of the consuming trade. This ability is backed up by great perseverance, absolute fairness in all business transactions and his detailed knowledge of every phase of the lumber business from the woods to the car. Mr. Holland has made some remarkable sales, and in a great many cases he has sold to customers whom his own salesmen could scarcely approach. His policy is to get into the man's factory and lumber yard, see just what he is buying and what he is using his lumber for, and then try to give him something that will actually save him money over what he has been getting.

The Cartier-Holland company expects to make Michigan hardwoods its long suit, although white pine and hemlock will be handled to a large extent on account of the fact that those two species are heavily blended with Michigan hardwoods. The company's office is located at the foot of James street in Ludington, adjacent to the mill, which is a modern band mill of about 10,000,000 feet annual capacity.

Mr. Holland's close touch with the consuming trade will undoubtedly serve as one of the strongest assets of the new enterprise. There is absolutely no question but what the Cartier-Holland Lumber Company will in a few years have assumed a position as one of the leading hardwood manufacturing and wholesale concerns in Michigan.



CHARLES E. CARTIER, CARTIER HOLLAND LUMBER COMPANY, LUDINGTON, MICH.



E. M. HOLLAND, CARTIER HOLLAND LUMBER COMPANY, LUDINGTON, MICH.

Death of Richard W. Price

Richard W. Price, one of the best known hardwood men in the East and senior member of the firm of Price & Heald, died suddenly at his home, 1229 North Calvert street, May 23. He had been in poor health for some time, and last winter took a trip to California, hoping that the mild climate of the Pacific coast would restore his vitality. After a three months' visit Mr. Price returned home somewhat improved, though still far from a well man. In a short time he had a nervous attack, which greatly prostrated him, but he rallied and even felt well enough to make arrangements for moving out to his farm in Baltimore county, when the fatal attack came.

The news of Mr. Price's death proved a great shock to his many friends, both in the lumber trade and outside of it. He was held in high esteem and had not only been successful in business, but devoted much of his time to philanthropic work. The funeral took place on May 29, having been deferred so long to allow his daughters to get here from Los Angeles. The obsequies were largely attended, the managing committee of the Baltimore Lumber Exchange, of which Mr. Price had been one of the founders, turning out in a body. The services were conducted by Rev. Edwin Barnes Niver, rector of Christ Protestant Episcopal Church, and interment was made in Druid Ridge Cemetery.

The deceased had been president of the Baltimore Lumber Exchange four times. In addition to his connection with the lumber exchange, of which he was one of the charter members, Mr. Price was prominently associated with other cooperative and philanthropic organizations, notably the National Lumber Exporters' Association, of which he was treasurer from the time that body was organized until the last annual meeting.

The managing committee of the Baltimore Lumber Exchange and the National Lumber Exporters' Association held special meetings and adopted resolutions expressive of the great loss sustained by the trade and the city of Baltimore in the death of Mr. Price, and the various institutions with which Mr. Price had been connected did likewise.

Mr. Price came of an old lumber family. The history of his firm can be traced back as far perhaps as 1820, when a grandfather of the lately deceased engaged in the business, the style of the firm being at one time Thomas & Mills. Later, when the father of Mr. Price, the late Richard A. Price, had attained to man's estate, there was a change to Thomas & Price, Mr. Thomas being the maternal grandfather. This change came about in the year 1841, and remained thus until 1865, when Mr. Thomas retired, and Mr. Price took into partnership some of his sons, among them Richard W. Price. In 1874 Richard A. Price retired, and Richard W. Price formed a partnership with John M. D. Heald, a brother-in-law. This partnership has now been dissolved by the death of Mr. Price. The latter in course of time took a leading position in the trade. He realized at an early day the possibilities of the foreign trade and applied himself to its development with an earnestness and an intelligence that won him liberal rewards and the position of great prominence. He was also active in the domestic business and the operations of his firm took on a rapidly widening scope.



THE LATE RICHARD W. PRICE, BALTIMORE, MD.

Mr. Price is survived by his wife and one son, Howard O. Price, and two daughters, Mrs. Frank F. Peard, and Miss Sarah B. Price.

Memphis Lumbermen's Club Meets

The semi-monthly meeting of the Lumbermen's Club of Memphis, held at the Hotel Gayoso, May 24, adopted resolutions favoring holding a National Forest Products Exposition and pledging

the hearty moral support of that organization to this movement. The resolutions set forth that there was widespread interest in this proposed exposition and expressed the view that it would be of very great benefit to the manufacturers of lumber, owners of timber lands and operators of sawmills and wood-working enterprises.

It was decided at this meeting that the baseball team should be discontinued as an adjunct of the club. The team has been in existence for a number of years and has done some very effective work in the way of keeping the Memphis lumbermen before the public. However, it was believed that it was useless to continue the team unless the lumbermen here attended the games which were played away from Memphis and cultivated the social relations which the contests on the diamond were intended to encourage. Some members expressed extreme regret that the team should be disbanded. Memphis was the first club to have a team as an integral part thereof and there was naturally more or less sentiment connected with the subject. It was ordered that the present paraphernalia of the club be turned over to the team of last year so that the boys may play if they wish.

No further progress was reported on the proposition looking to the establishment of a traffic bureau here to look after rates and other similar matters for the lumbermen. It was stated, however, by W. B. Morgan, a member of the river and rail committee, that the Merchants' Exchange already had a traffic bureau in existence and that probably the cheapest and most satisfactory plan for the lumbermen would be to identify themselves with the Merchants' Exchange and thus become beneficiaries of the traffic department of that organization. This subject is being discussed, and conferences looking to a working out of the necessary details may be arranged in the near future. The Merchants' Exchange extended to the Lumbermen's Club an invitation to confer over the matter.

The statistics committee estimated that its report would be ready within the next few days and would be distributed as soon as it had been completed.

James E. Stark called to the attention of the law and insurance committee the fact that it had been discovered in some states that lumber interests were paying higher rates for insurance than those engaged in other lines. He thought that an investigation to determine whether or not this was true in Tennessee should be made and suggested that the law and insurance committee take up this subject at once and report back to the club the result of its findings. Mr. Stark thought it possible that lower rates might thus be obtained for lumber in Tennessee.

The majority of the members of the Lumbermen's Club will be in Chicago attending the annual of the National Hardwood Lumber Association the coming week. Because of this fact there will be no meeting of the club on the regular date, Saturday, June 8. Instead it will be held June 15 and will be the last until next fall.

Wonderful Band Saw History

Seventeen years ago the Stearns Salt & Lumber Company, Ludington, Mich., purchased from Wm. B. Mershon & Co. the band sawing machinery manufacturers of Saginaw, Mich., one of their earlier types of band resaws, which was one of the first ever employed as a sawmill resaw.

In a recent letter to Wm. B. Mershon & Co., W. T. Culver, vice-president of the Stearns Salt & Lumber Company, says: "We have been using this machine for so many years that the writer is not sure of the exact number. It is ancient history when we try to think back to the time the machine was purchased. Our mill has been running continuously since the machine was purchased, and we have made an average cut of nearly thirty million feet per year. A good percentage of this cut has been put through this resaw. Barring natural wear, the machine is in excellent shape today and is doing as good work as it did at the beginning. If we keep the working parts repaired from time to time there is no reason why it would not last until the end of our cut, which would be about fifteen years. We are operating two single band mills and the resaw easily cares for all of the lumber that is suitable for resawing."

At the rate of a cut of thirty million feet per year, it would mean that this Mershon resaw already has sawed fully a half billion feet of lumber, which certainly is a phenomenal history for any sawing equipment ever built.

Beside building bandsawing machinery, Wm. B. Mershon & Co. have also built during their history a reputation for producing the best that can be made in this line of sawmill and planing mill equipment. Thus it is that while a good many machinery people have for some years past run on short time, owing to a paucity of orders, the Mershon shops have at all times been busy in taking care of their orders.

Some Oak Lumber in Sight

The accompanying picture is a little bunch of oak logs, about a million feet in quantity, owned by the Williamson-Kuny Mill & Lumber Company of Mound City, Ill., which were unloaded a few days ago from barges at its log harbor. When this fine stock of logs is reduced to lumber it surely will relieve the stringent oak lumber situation to some extent. This is only a part of the large quantity of oak timber that will be sawed by the Williamson-Kuny Mill & Lumber Company during the present season.



A MILLION FEET OF OAK LOGS IN LOG HARBOR, WILLIAMSON-KUNY MILL & LUMBER COMPANY, MOUND CITY, ILL.

Committees National Wholesalers

President F. E. Parker of the National Wholesale Lumber Dealers' Association has completed his list of committees of the current year. Of course, by reason of his office, Mr. Parker is chairman of the executive committee, the other members of which are N. H. Walcott, Gordon C. Edwards, W. W. Knight and F. R. Babcock.

The chairmen of the other committees are as follows:

BOARD OF MANAGERS OF BUREAU OF INFORMATION—A. L. Stone.
HARDWOOD INSPECTION—Hugh McLean.
SPECIAL COMMITTEE ON SINGLE STANDARD UNIVERSAL HARDWOOD INSPECTION—Lewis Dill.
FIRE INSURANCE—G. H. Holt.
RAILROAD AND TRANSPORTATION—B. F. Betts.
LAKE INSURANCE—E. B. Foss.
COASTWISE INSURANCE—A. J. Cadwallader.
ARBITRATION—Edward Eiler.
FORESTRY—J. M. Woods.
TERMS OF SALE AND TRADE ETHICS—F. S. Underhill.
AUDIT AND FINANCE—Henry Capo.
LEGISLATION—J. G. Criste.
ADVISORY TO AMERICAN FORESTRY ASSOCIATION—R. C. Lippincott.
MEMBERSHIP—E. E. Goodlander.
TRADE RELATIONS—W. E. Litchfield.
SPECIAL CONGRESSIONAL CAR STAKE—G. F. Craig.

Columbus Firm Will Increase Plant

The Dodson Saw Mill & Lumber Company is the style of a concern which was formed in Columbus, O., about two months ago, but which as yet has not actively entered the field under that name. The principals of the company are C. W. Seaman, formerly of the Domestic Lumber Company, Columbus, and E. Dodson, who for a long time has been running a sawmill in that city. Mr. Dodson specializes in the manufacture of stock such as chair rockers in the rough, and similar articles.

The idea of the new organization is to provide increased capital and to make it possible to enlarge the scope of the concern by branching out into the general market. Mr. Dodson will continue actively in charge of the sawmill and timber buying, while it is planned that Mr. Seaman will be in charge of the office.

The company is planning the erection of a new planing mill, which will contain resaws and other equipment necessary to take care of special orders.

Barnaby Sells His Retail Yard

C. H. Barnaby of Greencastle, Ind., recently disposed of his retail business, which he ran in connection with his manufacturing department in that place, to the True & True Lumber Company, formerly True & True of Chicago, manufacturers of doors. Mr. Barnaby has been conducting his retail department ever since he started in business at Greencastle but is desirous of confining his efforts to the manufacture of hardwood lumber and veneers. The deal will involve a sum of approximately $20,000. It is probably the intention of the True & True Lumber Company to make this one of a string of retail yards which it will maintain in various parts of the country.

Mr. Barnaby started his sawmill on June 3, it having been shut down for a general overhauling for two weeks. He reports volume of sales and prices for both veneers and lumber in excellent shape.

Alabama Has New Hardwood Concern

Advices from Axis, Ala., state that the Kirk-McConnell-Davies Company has been incorporated at Mobile for the purpose of manufacturing hardwood lumber. The principals of this concern, who have been associated in the lumber business for some time, are H. S. Davies, C. M. Kirk and H. L. McConnell. Mr. Davies is from Bucks, Ala., Mr. McConnell from Mobile and Mr. Kirk from Axis. The concern will incorporate with a paid up capital stock of $25,000. A tract of excellent hardwood timber with about 28,000,000 feet stand has already been purchased. This will run about half to oak and the balance to sweet and tupelo gum and ash. The concern is putting in a mill at Pierce's Landing, which will have a capacity of from 25,000 to 30,000 a day. It will also install a stave mill for the purpose of utilizing sweet gum. The company's timber is on the Alabama river and the offices will be at Mobile.

Biltmore Doings for May

The month of May was passed by Dr. C. A. Schenck and the students of the Biltmore Forest School in North Carolina. During the first part of the month the students were treated to an excursion over the Biltmore estate, where the school was formerly located. Here they viewed the results of intensive forestry which has been applied for twenty years. There is no question but that the Biltmore estate forms one of the most perfect practical demonstrations of actual results to be accomplished from intelligent handling of woods and tree species, and every Biltmore graduate can look back with much satisfaction to having had the opportunity to work in that field.

After leaving Biltmore, headquarters were established at Sunburst, near Canton, N. C., on the holdings of the Champion Lumber Company. The quarters here are ideally situated, being right in the midst of some of the largest timber and pulping industries of the country, thus affording the students an excellent working field.

The forest areas adjacent to Sunburst were formerly operated entirely by the Champion Fibre Company, a concern which was interested solely in the manufacture of pulp and fibre, but recently the Champion Lumber Company was organized, which is a subsidiary concern of the Champion Fibre Company, which controls 125,000 acres of fine hardwoods and spruce. Inasmuch as the company is erecting a double cutting band mill, and is laying its standard gauge railroad and surveying for an extension of the road, the students were given an unusual opportunity to actually see how things are done.

Dr. Schenck is now giving lectures on logging and lumbering, and the object lessons at close hand make these lectures doubly valuable.

The usual course of study has been going on, Dr. House continuing his talks on plant physiology, while Prof. Franklin Sherman is lecturing on entomology.

Adjustment of a Cincinnati Failure

One of the large receiverships, which are made to pay out in full, recorded the other day, was that of the Enterprise Lumber Company. The failure of this company five years ago was a sensation in the local business world, because, coupled with the taking over of the business by a receiver, was the disappearance of the president of the company, James Meyers.

In the adjustment of the affairs of the company every creditor received dollar for dollar, including prior participation in a thirty per cent dividend, which was earned by the running of the business in the hands of the court. The first receiver was W. H. Stewart, who was succeeded by O. W. Bennett, who reorganized the company under the laws of Delaware, to be known as the "Enterprise Lumber Company." The new company takes over the old company and satisfies the creditors, all of whom will participate in the new company. The business has been profitable under the management of Receiver Bennett and has piled up a net surplus of $50,000.

The Enterprise Lumber Company has a mill and yard in Avondale, and yards in Norwood.

The Lumbermen's Luncheon Club

The new Lumbermen's Luncheon Club of New York, recently organized, is fast growing in numbers and in importance. Recent new members enrolled are: R. W. Higbie, three members of Crombie & Co., C. W. Manning, H. J. Gott of E. V. Babcock & Co., the Gardner-Wood Company, James B. Patton of W. M. Ritter Lumber Company, and several other representative wholesalers of the New York market.

The last luncheon of the club was held in the club room in the Mills building and was taxed to the utmost by the number present. Arrangements are being made for a larger room in the same building in charge of the same caterer.

The club is organized for wholesalers and visiting millmen or their representatives only to better the relations existing among the New York wholesale element. Heretofore the luncheons have been held only twice monthly, but in the fall the meetings will probably be held weekly.

The only office of the club is that of managing-secretary, which place is occupied by Herbert E. Sumner of the Sumner Lumber Company, 50 Church street, and applications for membership should be addressed to him. No dues are involved. At some of the meetings short talks will be given by specialists in various phases of lumber selling or advertising fields.

Building Operations for May

Building operations in some fifty cities reported by The American Contractor, Chicago, show an aggregate gain of 21 per cent for May, 1912, as compared with May of the past year. The first five months of the year scored a gain of 9 per cent as compared with the same months of 1911. Gains of 50 per cent and over were made for May as follows: Atlanta, 63 per cent; Buffalo, 102; Chicago, 127; Harrisburg, 81; Hartford, 51; Salt Lake City, 88; San Antonio, 129; Toledo, 412. Particulars will be found in the following tables:

City.	May, 1912, Cost.	May, 1911. Cost.	Per Cent. Gain.	Per Cent. Loss.
Atlanta	$ 784,324	$ 480,882	63	..
Baltimore	830,502	1,104,195	..	24
Birmingham	386,340	576,640	..	..
Buffalo	1,889,000	934,000	102	..
Cedar Rapids	160,000	222,000	..	28
Chattanooga	93,640	175,720	..	46
Chicago	10,750,810	4,720,600	127	..
Cleveland	2,014,207	1,701,634	18	..
Columbus	507,122	437,191	15	..
Dallas	310,923	379,973	..	18
Denver	586,000	565,150	4	..
Des Moines	220,675	196,795	12	..
Detroit	2,088,075	1,761,830	18	..
Evansville	139,167	114,017	22	..
Fort Wayne	304,815	213,260	42	..
Grand Rapids	287,044	246,630	16	..
Harrisburg	239,900	131,700	81	..
Hartford	731,580	481,715	51	..
Indianapolis	841,895	753,225	11	..
Kansas City	1,446,705	1,032,338	40	..
Little Rock	95,725	79,145	20	..
Los Angeles	2,277,861	1,915,529	18	..
Manchester	201,658	178,435	13	..
Memphis	684,460	635,890	7	..
Milwaukee	1,249,814	2,083,146	..	40
Minneapolis	955,260	1,994,925	..	52
Nashville	156,444	165,513	..	5
Newark	1,290,469	1,590,748	..	18
New Haven	463,021	621,621	..	25
New Orleans	342,617	365,613	..	6
Manhattan	13,750,748	9,516,045	44	..
Brooklyn	4,682,820	5,192,300	..	9
Bronx	4,303,269	2,882,497	49	..
New York	22,736,837	17,590,842	29	..
Oklahoma City	103,115	380,475	..	72
Omaha	590,020	460,465	28	..
Philadelphia	3,996,785	4,750,085	..	16
Pittsburgh	1,171,709	1,148,660	2	..
Portland	1,528,496	1,878,330	..	18
Rochester	1,183,967	1,070,648	10	..
St. Paul	936,063	1,136,269	..	17
St. Louis	1,983,853	1,949,914	2	..
Salt Lake City	413,250	218,900	88	..
San Antonio	573,604	249,927	129	..
San Francisco	2,229,423	1,925,847	15	..
Scranton	157,594	144,355	9	..
Spokane	144,190	323,235	..	55
Toledo	1,392,054	271,671	412	..
Washington	1,599,380	1,494,055	7	..
Wilkes Barre	158,808	320,630	..	50
Worcester	452,002	455,497	..	1
Total	$74,681,203	$61,439,865	21	..

Hardwood Manufacturers' Association

Secretary Doster of the Hardwood Manufacturers' Association of the United States, whose headquarters are at Cincinnati, has just returned from a trip through the producing districts of West Virginia. He reports numerous sales of poplar, and one sale of 550,000 feet of high-grade stock, indicating a returning demand for the better grades of this wood. He reports that the condition of low-grade poplar stocks remains practically unchanged, as orders are already booked covering a large percentage of the year's output.

A meeting of the Tri-State Lumbermen's Club was held at Ashland, Ky., on June 1, at which a general discussion of poplar stock conditions ensued. Permanent quarters have been secured for this club at the Park City Club rooms, Ashland.

Secretary Doster reports that the statement of market conditions for May is rapidly nearing completion at his office and will soon be ready for distribution.

The Hardwood Manufacturers' Association is arranging for the appointment of several new inspectors, and application for these positions are now being received and passed upon by the association's officers.

The report sent out by the association last week on stock conditions covering low-grade poplar, cottonwood and gum indicates a reduction from a year ago of from nineteen to sixty per cent.

The secretary advises that the membership of the association is being divided into classes for the particular woods they manufacture, in order to facilitate the handling of information covering stocks and market conditions more accurately. This system obviates the necessity of burdening members with requests for information covering woods they do not produce. When this system is installed there will be a very elaborate interchange of information between members producing the same kinds of woods.

President W. E. DeLaney, under date of May 24, communicated the following:

"While the overflow in the Mississippi valley is regrettable, those outside of the flooded district will undoubtedly be benefited on account of enhanced values. While the demand is as yet not normal—and well for the lumbermen that it is not, as in such condition requirements could not be met—the condition is undesired, as it would benefit those who are urging substitution for lumber.

"I believe all demands for lumber will be met by the manufacturers this year, and values will be higher than last. I believe the average value of hardwoods this year, as compared with last, is $3 higher, and would not be surprised to see the average go to $5.

"The association is now engaged in gathering statistics as to the supply and present market conditions. I trust that every member will respond promptly to this request, as our office is being flooded for this information, and we are unable to supply it until we can procure accurate information for distribution. I feel that this compiled information will be of great benefit at this particular time."

Miscellaneous Notes

The D. Winchester Handle Company, formerly of Attica, O., has been moved to Bellevue, O.

The Advance Lumber Company, Cleveland, O., has decreased its capital stock from $750,000 to $375,000.

The Central Lumber Company, Forest City, N. C., has been incorporated with a capital stock of $50,000.

The Bad Axe Lumber Company, Bad Axe, Mich., has been incorporated with a capital stock of $25,000.

The Alf Bennett Lumber Company, St. Louis, Mo., has been petitioned into bankruptcy. S. F. Pryor has been appointed trustee.

The Kirkpatrick Lumber Company, Alexandria, Ga., has been incorporated with an authorized capital stock of $25,000.

The Greenville Lumber & Veneer Company, Greenville, N. C., has been succeeded by the Greenville Cooperage & Lumber Company.

The South Georgia Lumber Company, whose headquarters are at Savannah, Ga., has opened an office at 11 Broadway, New York, N. Y.

The Rainwater Lumber Company, New Orleans, La., has been incorporated with a capital stock of $25,000, and will wholesale lumber.

Fire recently destroyed the lumber and sawmills of the Seymour Lumber Company, North Vancouver, B. C., entailing a loss of $100,000.

The Good Lumber Manufacturing Company, Strasburg, Va., has been incorporated with a capital stock of $50,000 to manufacture lumber.

A. N. Russell & Son Company, Ilion, N. Y., manufacturer of fixtures, show cases, etc., has increased its capital stock from $75,000 to $125,000.

The Fairfield Lumber Company, Fairfield, Ill., has increased its capital stock from $10,500 to $20,000, and the number of directors from three to five.

The Regal Furniture Company of Jamestown, N. Y., has been succeeded by the C. W. Herrick Manufacturing Company, which is capitalized at $100,000.

L. F. Sanders & Son, wholesale dealers in mine timbers, hardwood lumber, etc., have moved their headquarters from Brighton, Ill., to 921 Alton street, Alton, Ill.

The Hoosier Veneer Company, whose plant at Ladoga, Ind., was recently destroyed by fire, has completed arrangements to continue in business at Indianapolis, and not rebuild the Ladoga mill.

The Maple City Manufacturing Company, Goshen, Ind., has been incorporated with a capital stock of $10,000 to manufacture porch

furniture. The directors are W. E. Deutsch, D. M. Bechtel and J. F. Shepard.

The Day Lumber Company, Biddeford, Me., has been incorporated with a capital stock of $100,000 to do a general lumber business. The officers of the new company are W. B. Nye, president, and J. G. Day, treasurer.

The Bishop Lumber Company, Bishop, Tex., recently filed an amendment to its charter, increasing its capital stock from $10,500 to $25,000; value of shares from $50 to $100; and reducing directorate from five to three members.

The Home Furniture Company, Worcester, Mass., has been incorporated with a capital stock of $50,000 to manufacture furniture. The officers of the new company are M. S. T. Nahigian, president, and F. H. Nickerson, treasurer.

The Central Veneer Company, Huntington, W. Va., is installing a new veneer cutter, dryer, etc., in its plant, which in connection with its present equipment will make the plant one of the most modern in the country. The improvements will cost about $15,000.

The Bennington Lumber Company, Bennington, Kas., has been incorporated with a capital stock of $10,000. The incorporators are W. G. Barnett of Bennington; W. J. Leeper of Denison, Tex.; H. T. Childs of Caddo; P. A. Vineyard of Bennington and Nettie Grassham of Caddo.

The Wilson Lumber & Box Company of Tonawanda, N. Y., has been incorporated with a capital stock of $100,000, and will manufacture and deal in lumber and boxes. The incorporators are T. J. Wilson and A. M. Hathaway of North Tonawanda, and F. E. Caldwell of Tonawanda, N. Y.

The South Mountain Lumber Company of Lebanon, Pa., has recently purchased 1,800 acres of timber land in West Cornwall and South Londonderry townships, east of Mt. Gretna. The company will install lumber, lath and shingle mills, and market the timber, which is mostly chestnut and oak.

The Bigelow Brush Company, Baltimore, Md., has been incorporated with a capital stock of $100,000 to manufacture brushes. The incorporators, who are also directors for the first year, are Wm. Kleinle, Wm. F. Bigelow, Myer Rosenbush, Edward A. Weller and Ambrose Vogt. The new company will begin business about Aug. 1.

The Virginia Veneer & Panel Company, with a plant in Chesterfield, Va., recently filed a voluntary petition in bankruptcy. The company's liabilities were placed at $15,156.85, with assets of $29,445. Real estate and stock constitute the principal part of the assets. Roland T. Thorpe and W. P. Hilton were appointed receivers for the bankrupt company.

The Defiance Machine Works, Defiance, O., recently increased its capital stock from $100,000 to $600,000. The company has also made arrangements for two large buildings of the sawtooth type. The mechanical equipment will be overhauled and there will be a number of additions made to it, which will make this one of the best equipped concerns of its kind in the country.

Hardwood News Notes

CHICAGO

Secretary R. S. Kellogg of the Northern Hemlock & Hardwood Manufacturers' Association announces that the next regular meeting of that association will be held at Houghton, Mich., on July 17.

E. M. Stark, sales manager of the American Column & Lumber Company, St. Albans, W. Va., spent the better part of last week in town. Mr. Stark is on the board of managers of the National Hardwood Lumber Association and came early to attend the meeting of the board on Tuesday. Mr. Stark's idea of the present and immediate future of the lumber business is very cheerful.

J. F. McSweyn and his son George of the Memphis Saw Mill Company of Memphis, Tenn., were among outside visitors who came to town several days before the National convention. Mr. McSweyn says that the Memphis situation is improving decidedly in the last few weeks, and that while right now there is a temporary lull, a continued increase in volume of business and prices is looked for.

H. A. Batchelor of the Tennessee Oak Flooring Company, Nashville, Tenn., was in attendance at the National convention at the Sherman House, and also spent several days in town prior to the convention.

M. M. Wall and J. W. Welsh of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., were among the out-of-town members who came to Chicago early and transacted a little business before the convention.

E. M. Holland of the Cartier-Holland Lumber Company of Ludington, Mich., was in attendance at the National convention, and also participated in the meeting of the Lumber Sales Managers' Association held last Friday afternoon at the Lumbermen's Club of Chicago.

Wm. Schreiber, who for years has been prominently associated with the Francis Beidler interests and the H. H. Hettler Lumber Company of Chicago, incorporated on June 1 under the style Wm. C. Schreiber & Co. Mr. Schreiber will do business at Throop and Twenty-second streets, Chicago.

W. W. Dings of the Garetson-Greason Lumber Company, St. Louis, Mo., was in town a good part of last week on business, and was in attendance at the National association meeting. Mr. Dings is a director of the Sales Managers' association, and was in attendance at the meeting of that body.

The Chicago office of the Louisiana Red Cypress Lumber Company, in charge of T. A. Moore, has been moved to 412 Otis building. Mr. Moore's new telephone number is Franklin 1666.

Ralph McCracken, sales manager of the Kentucky Lumber Company, Cincinnati, O., was a welcome caller at the office of HARDWOOD RECORD on June 5. Mr. McCracken says the Kentucky Lumber Company is running its mills at Burnside and Williamsburg, Ky., at full capacity, and has a full stock of logs for the season in boom for the Burnside mill, and is logging 50,000 feet a day on its LaFollette timber for the Williamsburg mill. He reports trade conditions very satisfactory.

George F. Kretschmer, Sr., president of the Southern Veneer Manufacturing Company, Inc., Louisville, Ky., was a caller at HARDWOOD RECORD offices on June 5. He reports a satisfactory volume of trade, but contends that prices ruling are too low.

RECORD had the pleasure of a call on June 6 from S. M. Nickey and W. E. Nickey of the Green River Lumber Company and Nickey Brothers, the well-known hardwood manufacturers of Memphis. W. E. Nickey left Chicago on the evening of June 6 for an extended Pacific coast trip.

Among the distinguished foreign visitors at the last week's Chicago convention of the National Hardwood Lumber Association were S. T. Cobbett of Cobbett & Co., London, England, and Ben Reubenstein, of the Great Eastern Timber Company of the same city.

The Lumbermen's Association of Chicago issued Number 1 of Volume 1 of a four page paper known as "Lumbermen's News," during the recent convention of the National Hardwood Lumber Association. The paper was made up of a directory of officers and members of the association; a review of its objects; and considerable bunk, piffle and jolly about local and visiting members of the trade.

A caller at RECORD office on June 10 was E. D. McConnell, president of the Tennessee River Veneer Company, Sheffield, Ala., who will attend the annual meeting of the National Veneer & Panel Manufacturers' Association to be held in this city June 11 and 12.

HARDWOOD RECORD acknowledges receipt of the official report of the twentieth annual meeting of the National Wholesale Lumber Dealers' Association, which took place at Louisville, Ky., March 6 and 7, 1912. The report is gotten up in about the usual style and is so designed and printed as to be worthy of a place in the business library of any member of the association.

HARDWOOD RECORD is desirous of announcing to the veneer trade that its second bulletin covering the specific requirements of veneer and panel consumers of the United States is off the press, and ready for distribution. This bulletin gives a very considerable amount of additional information of this character, over that contained in previous bulletin.

NEW YORK

The regular quarterly meeting of the New York Lumber Trade Association will be held at headquarters, 18 Broadway, on June 12. The board of trustees will also meet on the same date.

C. H. Turner, wholesale lumber, 1 Madison avenue, has removed his offices to the Fifth Avenue building, Fifth avenue and Twenty-third street, Manhattan.

H. W. Palen's Sons, large trim and mill-work manufacturers with plant at Kingston, N. Y., have removed their office from 1 Madison avenue to 45 Broadway, Manhattan.

The Dunn-Oliver Lumber Company has just opened offices at 90 West street, City, to conduct a general wholesale lumber business. The new company is capitalized at $50,000 of which $26,000 is paid in, and is composed of John E. Dunn of Plainfield, N. J., and A. C. Oliver of Atlantic Highlands, N. J. The former has been in the lumber trade practically all his life, having been connected for many years with Sargent Brothers and the J. D. Louzeaux Company. Mr. Oliver was formerly connected with the Newark office of Wm. Whitmer & Sons, and during the past two years has acted as sales representative for the Cox Lumber Company of Ashboro, N. C. and the Salt Lick Lumber Company of Salt Lick, Ky.

The Stevens-Eaton Company, large wholesale lumber house of 1 Madison avenue, on June 1 removed its offices from the fifth floor on the Fourth avenue side of the Metropolitan building to the fourth floor on the Madison avenue side of the same building. The company announces that it has appointed J. W. Worth, formerly New York inspector for the National Hardwood Lumber Association, superintendent of the wholesale hardwood yards of the company at Gilman and Elkins, W. Va., to succeed W. H. Hyatt.

BUFFALO

The annual outing of the Buffalo Lumber Exchange will be held June 18 at Cascade Park, which the lumbermen will have to themselves for the day. The trip will be made in automobiles which will start from the north side of the Buffalo Public Library building at 9:00 a. m.

Two baseball games are promised for the day, one between the "Hardwooders," captained by Elmer Sturm, and the "White Piners" in charge of John F. Knox. The other game will be between married and single men.

Blakeslee, Perrin & Darling report that the hardwood trade is good at present as compared with the business moving two months ago. The firm has a well-balanced stock of hardwoods at present.

Fire on the night of May 25 caused a loss of several hundred dollars to the office of O. E. Yeager. The loss is well covered by insurance.

F. W. Vetter's yard has again been getting in a good-sized stock of basswood, which has been rapidly shipped out. Oak and maple have as usual been proving staple sellers.

T. Sullivan & Co. are looking for a cargo of ash to arrive shortly at the yard. Trade has been up to the usual average and the local demand for hardwoods has shown some improvement.

Anthony Miller's yard continues to find a fair sale for oak and other hardwoods. The yard is carrying its usual good supplies, and assortments are showing improvement.

PHILADELPHIA

About five acres of land in Basic City, Va., which will be used as their hardwood distributing, yard, have been recently procured by Wistar, Underhill & Nixon. Cars will be available for transportation at any time as the property is situated at the junction of two leading railroads. They will carry from 5,000,000 to 10,000,000 feet of hardwood for quick delivery at all times.

The Summit Lumber Company reports a modicum of business at this time. J. C. Tennant of this concern says, as the coal strike is approaching a settlement, an expansion of trade in that territory is likely to follow. The company has recently made a contract with the D. T. McKeithan Lumber Company of New York to handle its "Nupro Gum" exclusively in the anthracite coal region and a large part of eastern Pennsylvania.

Charles Este, president of the Charles Este Company, says lumber is in fair requisition, but it is impossible to state with any degree of accuracy when a prompt shipment can be made at the mills. The general business situation gives some uneasiness. The company has secured a contract to supply "Green Heart" timber to be used in the construction of the Panama canal. This wood, Mr. Estes says, is obtained from the interior of the county of Demarara, British Guiana, and is but rarely known to the average lumberman.

The S. P. Bowers Company reports business at this time hindered somewhat by unfavorable weather conditions. S. P. Bowers is in the South, where retarded shipments require his attention. Frederick C. Righter has recently been engaged to look after the hardwood department. Mr. Righter is a thorough hardwood man and well known, both to the manufacturer and the buyer.

A. W. Smenner of Smenner & Co., this city, who was on a visit to the Pacific coast, was found dead in his room in San Francisco, Cal., on May 24. He was twenty-eight years old.

J. W. Floyd of the Floyd-Olmstead Company, who is just back from a tour of investigation in the South, reports a general depletion of stocks. Business, he says, was distinctly remunerative up to May 1, when a drop came. During the last fortnight, however, there has been a noticeable quickening.

R. A. & J. J. Williams report diminished lumber trading. The hardwood end of the business is best sustained. Maurice J. Dukes, vice-president, says shipments are more satisfactory.

Owen M. Bruner of the Owen M. Bruner Company preserves his usual tranquillity as to business conditions. The company's men are hustlers and the result is a fair volume of orders.

Henry Whelpton, secretary and treasurer, is in Virginia looking after stocks.

W. T. Latham, vice-president of the Monarch Lumber Company and the Haddock-France Lumber Company, has recently paid a visit to the Philadelphia office. He reports activity at the mill at Mt. Sterling, N. C., where the company is now installing its new skidding system which will reduce the cost of logging by one-half. H. B. France, secretary and treasurer, reports fair trading at this end, and the outlook promising.

The Philadelphia Hardwood Lumber Company, Incorporated, recently obtained a charter. It is capitalized at $50,000.

The Baldwin Locomotive Works received an order for fifty large locomotives from the Chicago, Burlington & Quincy Railroad at a cost of about $1,000,000. In addition, the company has been awarded a contract to build twenty-six locomotives for the Seaboard Air Line, estimated at a cost of $500,000.

PITTSBURGH

Collins & Brown of Mayburg, Pa., have broken ground for a chemical wood plant with capacity of seventy cords a day. The company controls 50,000 acres of timber land.

The Johnston-Davies Lumber Company, which makes a specialty of Washington county white oak for industrial and mining operations, has just started a branch office at Cumberland, Md. The company recently bought 1,000,000 feet of splendid oak that is now being cut for summer shipments.

The Freehold Lumber Company has united its forces with those of Samuel Biggart, another Pittsburgh wholesaler who will look after the city trade for the Freehold company. President Robert Gannon will devote his attention to the outside trade.

The Kendall Lumber Company is selling more lumber for industrial operations than for a long time. It reports mining inquiries very good also. Its engineer, Frank Cunningham, left last Saturday for Oregon to help shape up a big timber operation which the Kendalls will cut there as soon as possible.

The A. M. Kinney Lumber Company has bought in two new hardwood plants lately, one at Coraopolis, Pa., and the other near Kinsman, Ohio. Both plants are cutting oak, chiefly timbers and car stock.

The plant of the Greensburg Swing Company at Greensburg, Pa., was burned June 3 with a loss of $15,000.

The C. F. Eggers Lumber Company, Uniontown, Pa., is starting a new yard at Honessen, Pa., near Pittsburgh.

The Pittsburgh wholesalers and retailers are making arrangements for a big joint picnic June 22 at Keystone Park. The entertainment committee consists of John M. Montgomery of the American & Manufacturing Company, J. H. Henderson of the Kendall Lumber Company, J. A. Diebold of the Forest Lumber Company, J. G. Criste of the Interior Lumber Company, and also E. M. Diebold and George N. Glass, committee for the retailers.

BOSTON

The adjourned annual meeting of the Lumber Dealers' Association of Connecticut was held recently in New Haven, Conn., and the following officers were elected: President, Albert Schumaker; vice-president, Fred A. Lines of Ansonia; secretary, Henry C. Turner of New Canaan; treasurer, William H. Judd of Stamford. Directors, E. J. Lake, Hartford; W. H. Goddard of Wallingford; Frank S. Saxton of Bristol, and Louis A. Mansfield of New Haven. The latter was also elected the insurance director.

Since the first of January there have been awarded building permits in New England amounting in value to $77,162,000 as compared with $60,884,000 during the corresponding period last year and $65,434,000 during the corresponding period in 1910.

The Deering-Winslow Company, Portland, Me., has leased the State street wharf in Portland and will remove to the new location, which gives the company larger quarters.

The Liberty Lumber Company, Springfield, Mass., has made an assignment to Floyd E. Longwell of the Fred S. Morse Lumber Company, Springfield, Mass., and Lindsley W. Shepard of the Shepard Lumber Company, Boston. The trustees will operate the business for a time and then sell the assets.

A few weeks ago the lumber dealers through the Boston Chamber of Commerce applied to the Treasury Department asking that the surveying of lumber arriving at the Port of Boston by water be done by the state surveyor instead of by the federal surveyors, which request has been granted by the government.

Charles Napier of Springfield, Mass., will erect a saw works factory in that city at a cost of about $24,000. The building will be of brick and concrete construction, 200x50 feet.

B. N. Beard has purchased land in Shelton, Conn., and will erect a factory for the manufacture of baskets and barrels. The company will use considerable hardwood lumber.

BALTIMORE

The annual meeting of the Baltimore Lumber Exchange was held June 1 at the Merchants' club on German street. President Theodore Mottu presided and Luther H. Gwaltney kept the minutes. Several matters of importance were considered, one being the reading of a legal opinion on the rights of lumbermen under the prevailing state of affairs in connection with the strike of the stevedores. A committee had been appointed to interview former United States District Attorney Morris A. Soper regarding an advance in pay requested by the stevedores. The report of the committee was accepted, and members of the exchange individually will probably make such arrangements with regard to unloading as possible. The matter of having the city improve the streets in the lumber district around Back Basin also came up for consideration, and it was decided that a committee appear before the municipal authorities on the subject. Still another question to be acted upon was that of the difference between the freight rate from Norfolk to Baltimore. Representations have been made to the Baltimore & Ohio for an equalization of the rate, but such appeals have so far proved ineffectual. A resolution demanding an equalization of the rate was adopted by the exchange. The business session was followed by a handsome luncheon, which was enjoyed by about fifty members.

The Baltimore lumbermen, among other business men of this city, have won an important victory before the Maryland Public Service Commission, which last week handed down a decision greatly reducing the switching charges here. In some instances the charges were cut to one-fifth or one-sixth of the present charge. The Public Service Commission also issued an order establishing a switching zone, to remain effective for at least five years.

Fire on May 22 destroyed the store rooms of Russe & Thompson, manufacturers of office furniture at 9 and 11 North Gay street, the loss being estimated at $50,000.

The affairs of the International Lumber & Development Company, which owns large tracts of land in Mexico and Yucatan, were brought to public attention again on May 31, when ex-Chancellor Nicholson, representing a number of stockholders, appeared in the Chancery Court at Wilmington, Del., and withdrew his application for the appointment of a receiver pending litiga-

tion. This step was made necessary, he explained, by the inability, because of a lack of title, to get affidavits from the scenes of the company's operations. The withdrawal was granted by Chancellor Curtis. Mr. Nicholson stated that the plan to have a receiver appointed would be pursued, notwithstanding the present setback, when the necessary affidavits had been secured, the chancellor having refused to extend the time for the present.

New interest was infused in the ranks of Hoo-Hoo at Norfolk on May 27, when E. Stringer Boggess, the Snark of the Universe, visited that city and assisted in a concatenation, at which new officers were elected and a number of new members admitted. After the initiations a dinner was served at the Lynnhaven Hotel, where the concatenation took place.

The R. K. Hartwell Company has moved to more commodious offices on the fourth floor of the Keyser building.

COLUMBUS

Papers have been filed with the secretary of state decreasing the authorized capital of the West Side Lumber Company from $25,000 to $5,000. At the same time papers were filed decreasing the capital of the East Side Lumber Company from $50,000 to $5,000. This action was taken by the owners to prevent the payment of large corporation tax.

The Burkhart Hardwood Lumber Company of Caldwell, O., has removed its plant to Zanesville, O. The concern is a large buyer and shipper of hardwoods.

The Acorn Lumber Company of Columbus recently gave a prize to the person suggesting a suitable business slogan. A number were submitted and the concern selected the one "For All Lumber Call the Acorn's Number". This is now being used on all of the advertising matter of the concern.

The McCann-Shaw Manufacturing Company is the name of a new concern located at 47 Vine street, Columbus, for the manufacture of windows.

John R. Gobey of the John R. Gobey Lumber Company reports a good trade in all hardwoods with prices holding up exceedingly well. Dry stocks are light and advances are expected soon.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company, has returned from an inspection trip of the company's mills in the South. He reports a good demand for all varieties and grades of hardwoods with prices ruling firm in every particular. He says there is a good demand for sound wormy chestnut and for the lower grades of other hardwoods. Stocks are scarce and prices are bound to go higher.

CINCINNATI

The Cincinnati Furniture Exchange, the oldest business organization in Cincinnati, will hold its annual outing on June 29 at Phoenix Grove. The steamer Kentucky has been chartered for the day; a band has been engaged; free lunch will be served all day, and a Kentucky chicken dinner will be enjoyed. The boat will leave an hour earlier in the evening for the return trip. On these occasions the dealers become the guests of the manufacturers, who bear all expense.

The New River Lumber Company, with W. Hopkins at its head, has one of the finest equipments in the country at its plant at Norma, Tenn. The office in the Union Trust building is one of the most up-to-date suite of offices in the land. Mr. Hopkins is always on deck, while a Mr. Garties will impart any information sought regarding the mill at Norma.

Jos. Bolser, secretary of the Lumbermen's Club of Cincinnati, as well as chairman of the entertainment committee, fills both offices so admirably that a member at a recent meeting of the club moved that Joe be elected permanent chairman and secretary. He is a member of the firm of Blackburn & Bolser, in the Mercantile Library building.

J. H. P. Smith of the Cincinnati Hardwood Company says that the hardwood business remains good and is of the opinion that wide poplar will not become a drug on the market.

The Hyde Park Lumber Company has absorbed the Midland Lumber Company and has moved its offices from the Traction building to the Hyde Park offices.

The firm of Ault & Jackson, consisting of C. F. Ault and A. V. Jackson, has liquidated the past month and the partners have separated.

J. Watt Graham of the Graham Lumber Company says he is getting all the business he can attend to.

INDIANAPOLIS

The Indianapolis Chair Manufacturing Company and the Central Chair Company have been consolidated under the former name and will operate at the Indianapolis company's plant in West New York street.

Purrall Thomas, a farmer near Frankfort, recently sold to the Garrott-McKinsey Lumber Company of that city one hundred white oak trees, the consideration being $3,000, a record for the vicinity.

Ladders and other woodenware will be manufactured by the newly organized Fayette Manufacturing Company of Connersville. The company is incorporated with an authorized capitalization of $10,000, the directors and principal stockholders being W. O. Hall, J. H. Johnson and L. H. Warren.

The two largest mahogany logs ever received in this city have been delivered to the Talge Mahogany Company, having been purchased in Liverpool, England, recently by John H. Talge of the company, who is spending the summer in Europe. The logs weigh approximately eleven tons each and are about five feet in diameter and approximately seventeen feet long.

KNOXVILLE

The Maphet & Shea Lumber Company has installed its edger and trimmer on its new yard at Lonsdale. It is behind on orders and is getting its stock remanufactured. Ed Maphet, president of the company, reports business more active than he has seen it in a long time. He is one of the most optimistic lumbermen of this city, and looks forward to a prosperous year.

J. Park Vestal of the Vestal Lumber & Manufacturing Company has just returned from the mountains of upper east Tennessee, where he has purchased a fine boundary of yellow pine and white oak for his concern. He reports being over-stocked with orders, and a large scarcity of available dry lumber.

J. C. Kimball of Kimball & Kopcke will go to New York next week on a combined business and pleasure trip.

MEMPHIS

Weather conditions throughout the Memphis territory have been extremely favorable during the past fortnight, and much more satisfactory progress is being made with the production of hardwood lumber. The Mississippi river is entirely within its banks at Memphis and also in most districts below this city. It has not entirely returned, however, in the territory below Beulah, Miss., but is falling rapidly, and it is anticipated that the overflow, as a direct hindrance to Memphis operators, will soon be a thing of the past.

Every mill here which found it necessary to close down, as a direct result of the high water, has resumed operations with a single exception. There are some, however, which had to close down as a result of inability to secure all the timber they needed, and such a flattering statement regarding these can not be made. Lumber manufacturers here said some time ago that the logging problem was going to be the most serious one with which they had to contend, and their ideas on the subject have been fully borne out by recent developments. There are several firms here which have a large timber supply ahead and which are in position to continue in steady operation for several months. The majority, however, have only a comparatively small amount of logs on hand and in a few cases not a log is in sight. However, even the mills which are without timber now are beginning to take a more favorable view of the outlook. It has been possible during the past few weeks to cut considerable timber on the ridges and uplands. There was also considerable cypress and other timber in the lowlands which was cut and floated out through the bayous and other back water. Now the water has receded from the greater portion of the inundated area and it will be possible in a short time to get into the bottoms, where the choicest timber is to be found.

The demand for lumber is good and shipments are on a pretty liberal scale from Memphis. Stocks are therefore being gradually reduced and there is a disposition on the part of all manufacturers to do all in their power in order to be able to produce a stock of lumber to take care of the good demand which is promised for the next few months. It is felt that present production will have very little bearing upon stocks of dry lumber available now, but manufacturers will be in position to sell for forward shipment if they can secure a large supply of timber and can feel reasonably certain that they will have the lumber to ship when these contracts mature.

The most direct testimony which has been given on logging operations in this section comes from J. W. Dickson, president of the Valley Log Loading Company. This firm operates exclusively on the Yazoo & Mississippi Valley lines of the Illinois Central System. It has been reasonably active during the past fortnight, as shown by the fact that its loadings amount to about 600 cars of logs for Memphis and other points from May 15 to June 1. Mr. Dickson further stated that in his opinion the company will load practically as many logs for Memphis and other points on the Yazoo & Mississippi Valley line during June as for the corresponding month last year. Some of the lumbermen do not take quite as cheerful a view of the log outlook as Mr. Dickson does, but, as already intimated, the feeling is more optimistic than it has been at any time since the overflow occurred.

R. J. Wiggs, secretary and treasurer of R. J. Darnell, Inc., is authority for the statement that both the band mills and the veneer plants of this firm will be placed in operation within the next ten days. R. J. Darnell, Inc., owns considerable timber near Proctor, Ark., and it likewise has more than 17,000 acres of timber holdings near Batesville, Miss. For the past two months it has been unable to conduct logging operations at either point, with the result that the mills and veneer plants of the firm have been closed down. Mr. Wiggs says that deliveries of logs will begin at once and that within the next ten days the firm will have accumulated a sufficient supply to justify it in resuming.

May Brothers are also making preparations to resume. They had a protecting levee on their yards in New South Memphis, but this gave away, with resultant overflow of much of their machinery as well as some of their lumber. The levee was built to withstand a stage of forty-one feet but was powerless to cope with a stage of forty-five feet, which was actually experienced.

Charlie Ransom of the Gayoso Lumber Company has recently returned from the Cairo office. He says that the overflow did considerable damage to lumber interests at Cairo, but that his firm escaped any serious harm. He further stated that everything was getting in good shape

again for the resumption of business on something like a normal scale.

John Dwyer, representative of the Lamb-Fish interests at Memphis, is authority for the statement that the mill and wood-working enterprises of the Lamb-Fish Lumber Company, at Charleston, Miss., were placed in operation a few days ago and that they would be kept running on full time if possible. Mr. Dwyer said that the operations of the firm during the past five months had not exceeded one month. The direct cause of the smaller activity on the part of the Lamb-Fish Lumber Company was due very largely to the unfavorable weather first and to the high water from the Mississippi and its tributaries later.

There is little sign of presidential year in business conditions here. The hardwood lumbermen are enjoying a better demand than they have experienced for several years, and the yellow pine people say that there is more activity in their line than has been witnessed for some time. The railroads and other large consuming interests are in the market for both hardwood and yellow pine timber, and the situation is such that it is very difficult to secure the stock with which to fill orders already booked or offering. Activity is not confined to lumber alone, but extends also to other lines, and this finds very clear reflection in the bank clearings at Memphis during May, which exceeded the same month last year by more than $2,000,000.

While no concerted action has so far been taken by the Lumbermen's Club on the subject, it is known that there will be decided opposition to the plank in the Democratic platform calling for free lumber. The Lumbermen's Club of Memphis made a most active fight against the elimination of duties on lumber four years ago when the Payne-Aldrich tariff measure was framed. It is recognized here that there would be much more intense competition from Canada and other border counties if the duties on lumber were removed, and it is expected that the Lumbermen's Club of Memphis will take this subject up at an early date. A number of other organizations in the South have already expressed themselves very strongly against the removal of the duties in question.

Yates, Brown & Yates is the style of the new partnership which has recently been formed at Paris, Tenn., and which has already purchased timber to the extent of about 3,000,000 feet. A mill is now being erected near Paris and this will be used to prepare this timber for the market. It is proposed to have the plant in operation between June 1 and 15. Rough lumber will be manufactured, but special attention will be paid to dimension stock, particularly wagon and buggy material and plow beams. Otway Yates will have the business end in charge.

NASHVILLE

The Standard Box Company has been formed here with a capital stock of $5,000. The incorporators are H. Schwartz, Sam Rosenstein and others.

A stave mill will be established at White Bluff, Tenn., by Brown & Jordan, and will work up the oak on a tract of 4,000 acres.

B. F. Myatt has put a drum saw in his mill at White Bluff and will make tight as well as slack barrel staves from timber recently purchased on an 800-acre tract.

There is much trading each week at the regular meetings of the local Lumbermen's Club. This organization had a good delegation at the meeting in Chicago of the National Hardwood Lumber Association June 6 and 7.

The "Acorn Brand" baseball team has been organized by the employes of the Nashville Hardwood Flooring Company and the team will be formidable contenders for the rag in the Rock City League, an organization of local clubs in this city.

At Louisville, July 25, Commissioner McChord of the Interstate Commerce Commission will hear the log rate case in which much local interest is felt. It involves the new rate recently promulgated by the Louisville & Nashville Railroad providing, briefly, for an advance by carriers on logs and bolts into Nashville and other milling points on the lines of that railroad. The proposed new rate provides a change whereby freight on only two pounds of inbound logs might be applied to through rates on one pound of outbound lumber. The matter, it will be remembered, was taken up by the transportation committee of the Nashville Lumbermen's Club with the result that the order was suspended until a hearing could be had.

The third annual outing and picnic of the Nashville Builders' Exchange, which will be held at a convenient spring near the city June 20, promises to be the largest entertainment of the kind ever held by this organization. It is probable some 500 members, their families and friends will be on hand. There will be a big barbecue and other special attractions. The committee in charge, headed by J. S. Minton, assures all that there will be something doing well worth while.

Houston & Liggett, formerly operating at Lewisburg, Tenn., have secured the plant of the former pump factory at Columbia, installing machinery for a pencil slat factory.

The East St. Louis Walnut Company has located a branch yard here with W. R. Mott in charge.

Love, Boyd & Co., one of the largest local concerns, is developing a large hardwood tract with a mill having 15,000 feet daily capacity at Veto, Ala. The tract includes 5,000,000 feet of poplar, oak and chestnut.

BRISTOL

The J. A. Wilkinson Lumber Company reports business as good. The company's mill here is very busy and its country mills are all running. Its export department is particularly busy at this time.

Several new mills are being built in this section and a number of important timber deals have been made, the result of which will be that more mills will be erected this year. Timber prices are extremely high and there is little disposition on the part of the owners of stumpage to put it on the market. Several small mills have been started in Sullivan county during the past spring.

Among the visitors in Bristol this week were: E. E. Bradley of Bay City, Mich.; W. S. Whiting of Ashville, N. C., and R. E. Wood of Baltimore, Md. Several buyers for eastern concerns were here and left some nice orders with local concerns.

The Black Mountain Lumber Company will soon have its new mill at Bluff City, south of Bristol, ready for operation. The company is building a logging road from Bluff City into the Holston mountains, where it has about 7,000 acres of timber.

The band mill of the Peter-McCain Lumber Company, in this city, which has been idle for some time, will resume operation about August 1, the company having secured about a two years' cut of timber. The planing mill has been running steadily for several years.

Godsey Brothers of this city have started a new mill south of Blountville.

The roads in this section are in better condition than at any time since last year and as a result much lumber and logs are being hauled. Some fine logs are being hauled to Bristol and cut at local band mills, while others are being shipped to Abingdon, Va.

The mill work plants in Bristol and this section are all very busy and some are working overtime. Increased activity in building operations has resulted in the increasing of their trade materially within the past few weeks.

J. P. Gartner has started a new mill near Blountville and is hauling the lumber from it to the Bristol market.

LOUISVILLE

The Kentucky-Indiana Hardwood Company is about ready to begin operations at Twenty-sixth and High streets, having leased a site and announced that the business will be in charge of Herbert Bauman.

Thomas F. Wells, formerly of the United States Forest Service and for the past year located at the Belize, British Honduras, logging camp of C. C. Mengel & Brother Company, died there suddenly. He was twenty-nine years old and a member of a well-known Louisville family.

The W. P. Brown & Sons Lumber Company has added seven acres to its yards and is putting into service a yard at Brook and Shipp streets which it acquired some time ago, but which has not been made use of until now.

Fire on June 1 destroyed the handle factory of Tinsley & Quiggins of Kuttawa, Ky., entailing a loss of $4,000.

ST. LOUIS

Building operations for May, as indicated by the permits issued, were almost equal to that of the same month last year, being a decline of only about one-half per cent. During the month 751 permits were issued for buildings and alterations, the aggregate cost of which was $1,983,853. In May last year 781 permits were issued, for which the aggregate cost was $1,994,914.

The inspection and measurement of lumber by the Lumbermen's Exchange of St. Louis, during the month of May, as reported by Secretary McBlair, was as follows:

	Feet.
Oak—plain white	70,755
Oak—plain red	147,389
Oak—quartered white	2,846
Oak—Quartered red	830
Ash	3,219
Yellow pine	21,720
Hickory	31,413
Beech	83
Cypress	90,334
Elm	3,763
Poplar	25,949
Cottonwood	12,824
Total	411,125

permits issued, were almost equal to that of the Thomas & Proetz Lumber Company recently threatened the large acreage of surrounding lumber, containing millions of feet of valuable property. The fire was confined, however, to four piles of lumber valued at $600.

A delegation of some twenty St. Louis lumbermen attended the convention of the National Hardwood Lumber Association, held in Chicago June 6 and 7. The party included: C. M. Jennings, L. E. Cornelius, W. W. Dings, Mr. and Mrs. J. L. Scheve, J. R. Massengale, C. F. Liebke, Mr. and Mrs. Thomas E. Powe, F. H. Smith, George E. Hibbard, Mr. and Mrs. Chas. E. Thomas, Franz Waldstein, Thomas E. Youngblood, W. E. Barns and George McBlair.

There is quite an active call for poplar, gum and cypress reported by Thos. E. Powe of the Thos. E. Powe Lumber Company and prices show a decided improvement.

C. M. Jennings of the Berthold & Jennings Lumber Company, reports that car stock is being called for freely. Railroads are buying largely, and this class of stock is very scarce.

MILWAUKEE

The I. Stephenson Company of Wells, Mich., has passed into the hands of a board of trustees, who will carry on the business. Senator Isaac Stephenson, Marinette, Wis., and H. A. J. Upham, Milwaukee, Wis., are among those named as trustees. W. E. Black, Fanny Wells Norris

and Daniel Wells Norris, Milwaukee, are among the stockholders.

The Leller & Martner sawmill and box factory, Prairie du Chien, recently sustained a total loss by fire. The origin of the fire is not known. The owners may not rebuild the mill.

The Hamilton Manufacturing Company of Two Rivers, manufacturer of wood type, cabinets, etc., has sold its Ludington plant to the M. Reichardt & Sons Piano Company of Chicago. The company will center all its business in Two Rivers.

The season's largest lumber deal was made at Marinette when the Edward Hines Lumber Company, Chicago, purchased the entire cut of two mills of the Stephenson company. The purchase involved upwards of one million dollars. Senator Isaac Stephenson and H. A. J. Black consummated the purchase with Edward Hines and Isaac Baker.

The Menominee River Boom Company has a drive of 36,000,000 feet of logs in the Menominee river, which is being piloted by forty-nine men under Supt. William Stephenson. It is expected that the logs will reach the sorting gap by July 1.

The Roddis Lumber & Veneer Company will erect an addition to its plant, 60x48 feet in dimensions, to make room for the increased business. The company has an order for 3,000 veneered doors for a new hotel in Cleveland, which, with many other orders, is keeping the plant busy with its full force.

The Employers' Mutual Liability Insurance Company of Wisconsin, which was organized to insure manufacturers' risks under the workmen's compensation act, has now 178 policy holders. These policies cover 13,500 employes in the state. At a recent meeting at Wausau, the number of directors was changed from fifteen to eighteen. C. F. Steele of Cornell was re-elected president.

The Wisconsin Industrial Commission opened an exhibition of more than 1,000 photographs and blue prints of safety devices for the protection of employes in Milwaukee June 4, in the Merchants and Manufacturers' headquarters. Another set has been placed on exhibition at Madison, while a third set is to travel from city to city throughout the state. The exhibit will remain in each town for a week and manufacturers and the public in general will be invited to view the display. The wood-working industry will be particularly interested in the traveling exhibit, as many types of safety devices for wood-working machines will be shown in the town reached by the exhibit.

DETROIT

A number of Detroit hardwood dealers went to Chicago for the fifteenth annual convention of the National Hardwood Lumber Association June 6 and 7. Great interest in the convention was shown by the Detroit lumbermen and those who could not go because of business reasons expressed their regret.

Ralph Ely of the W. E. Heyser Lumber Company of Cincinnati, O., was in town on a business trip a few days ago.

Two big cargoes of hardwood lumber were received at the docks of the Thomas Forman Company on the Rouge river during the past few days. The steamer Ida Keith brought 400,000 feet of maple from Harbor Springs while the steamer Green brought 350,000 feet of maple from Cheboygan. Lumber cargoes are coming along in good shape, all lumber concerns which have dockage receiving shipments.

Large size requisitions for oak, elm and walnut are being placed with many dealers by the automobile factories. The factories are laying in hardwood supplies sufficient for several months and the dealers are hustling to fill the orders.

Thomas Forman of the Forman Company and Secretary John Lodge of the Dwight Lumber Company, large manufacturers of hardwood flooring, report that the trade in their line has improved decidedly within the past month. Inquiries and orders are coming along now in gratifying manner.

A five-story addition, with a total floor area of 65,000 square feet, is being erected at the plant of the Wilson Body Company, Clay avenue. The third floor is an addition to the body shop and the fourth and fifth floors will be used in the painting and trimming of limousine and coupe work. The first floor will be ready July 1 and the remainder of the building by Aug. 15.

Wardell Moyer, who for many years was identified with the manufacturing and wholesaling of lumber in Michigan, died in Detroit last week. He began the wholesale lumber business in Detroit in 1880. The leading hardwood men of the city acted as pallbearers.

Construction work shown by building permits taken out last week represented an aggregate of $397,950 against $220,705 for the similar week of last year. The permits for new buildings totaled 118 and their estimated cost $362,480. There were 37 permits for additions.

The Hardwood Market

CHICAGO

On account of the fifteenth annual convention of the National Hardwood Lumber Association, which was held in Chicago on Thursday and Friday of last week, an unusual number of sales managers, representing hardwood mills and wholesalers from all over the country, were in the Chicago market looking for orders during the week. A great many spent the entire week in town soliciting trade, and judging from general reports, their efforts have been highly successful. Most of them have made very satisfactory sales, which would indicate that the local market is at least continuing as firmly as it has been for several months. Another good indication is the continued stiffening of prices, which of course, is more marked in some items than in others. Sound wormy chestnut has been an active stock recently, and considerable quantities of it have been disposed of.

In the northern woods, low-grade basswood is one of the strongest items on the market, although birch and maple continue to maintain their healthy condition.

Local yard conditions seem to be in fair shape, judging from reports from the yard contingent The same can be said to a less extent of the consuming factories, although there has been a little disposition on their part to increase sales. There has been a slight strengthening in quartered oak of late, while plain oak, of course, is still a remarkably scarce and valuable stock. Cottonwood and gum are in fairly active request.

NEW YORK

The local hardwood market shows a fair business in all departments. Inquiries are active, due to the shortage of stock at both ends of the line, and prices, especially on good lumber, are very firm. There is every indication that the general hardwood market will be very stiff for some time to come.

Plain oak is scarce and high, and ash is particularly active. As a matter of fact, the inability to ship promptly is giving a great deal of stimulus to the market. Maple and birch are active and some of the largest producers report a larger demand than it is possible to fulfill from ordinary sources.

BUFFALO

The hardwood trade is almost as good as it was two weeks ago, and much better than two months ago. Yards generally could look after more trade if it could be had. However there is a fair average volume of business stirring. Prices are holding firm and seem likely to continue so. The bulk of the business seems to be in plain oak and maple, stocks of which are scarce. Quartered oak is a little firmer. Ash, chestnut, poplar and elm are in fair inquiry. Birch continues strong. There is only a small sale for such woods as cherry and walnut.

PHILADELPHIA

Notwithstanding an admitted lull in trading in the general lumber business, the hardwood situation continues about normal. The settled weather during the last fortnight has proved the necessary stimulus to a more liberal buying, and steady trading of a medium volume is looked for throughout the season. The general construction work continues active. Hardwood employing industries are fairly busy. The demand for hardwoods is slightly diminished, but on account of conditions at the mill end great difficulty is experienced in controlling shipments. Maple is in good call and prices hold firm. Ash is inclined to be a little sluggish; of poplar there is a modicum demand; chestnut holds a good position and sound wormy chestnut is growing stronger. Oak of all grades is apparently the hardest wood to get at this time. As a summary, all stocks of standard grades of woods are depleted, and the low grades sold up, consequently it will be some months before the stock-pile will reach normal condition.

PITTSBURGH

Speaking of Pittsburgh, it is pertinent to say that no time in the past two years has the lumber situation been as good, all things considered. Payrolls are the largest for years in this district. The steel mills are buying large quantities of lumber for extensions and, in fact, industrial activity in lumber buying is one of the big features of the market. Yard trade is improving. Railroads are taking a fair amount of stock and, in spite of all the political uncertainties, there is a mighty good sentiment in the market. Stocks are low everywhere. Mills are rushing operations. Prices are firm with all chances that they will increase before fall.

BOSTON

The general tendency of the hardwood market is upward. Practically all reports from manufacturers indicate that they are making plans to further advance prices. Dry stock is scarce and many mills have been handicapped in their sawing by the recent floods. These facts, together with the better demand, are responsible for the firmer tone. In the Boston and New England markets there is a fair demand for hardwood lumber. One of the features of the demand here is the increased call for walnut. Offerings of the latter are small and prices rule high. Veneer manufacturers are busy with a good volume of orders ahead. Manufacturing consumers of hardwood lumber are doing more than for some time and in most cases are carrying small stocks. Plain oak is much firmer, and offerings are smaller. Quartered oak is well held, with a firmer tone than a few weeks ago. For maple there is a fair amount of new busi-

ness reported. Thick brown ash is firmer and in larger demand, offerings being small

BALTIMORE

Evidences of improvement have been noted in the local hardwood trade during the last two weeks. The range of prices is being well maintained, while orders are more numerous. A decided stiffening in quotations has taken place, some of the weak spots in the list having taken on a distinctly firmer tone, and indications are that there will soon be a further expansion in the movement. The month just ended compares favorably with the corresponding period of last year, and shows almost uniformly an advance. There is a prospect at present that some of the accumulations of lumber and logs at the terminals here will be taken away on steamers leaving this port, and unless the embargo on the other side becomes very serious, it is altogether likely that a marked expansion in the foreign demand will assert itself.

The price of oak has advanced, good stocks commanding very remunerative figures. Common chestnut is in very good demand, box grades having advanced in price. The only item on the list that is really slow is extra wide stock, which remains quiet. The movement of poplar is sufficiently large to take up the output of the mills, none of the plants having extensive accumulations on hand. The weather, however, is distinctly more favorable for getting stocks ready for the market, and activity is reported from all producing centers. The Mississippi valley floods have had a stimulating effect upon the hardwood business here, many of the mills which were previously confined to the eastern territory having received orders from farther west. Altogether the prevailing conditions are satisfactory, while the future looks promising. There is a general expectation of further advances in the list and a strengthening of spots that have been comparatively weak.

COLUMBUS

Trade in every line of hardwoods in central Ohio has been active during the past fortnight. Prices have been ruling firm and there is no tendency to shade quotations in order to force trade. Dry stocks are very low and mill owners are working hard to increase them. It will require some time before the demand is in any great extent appeased. In the meantime prices will range high.

Stocks in the hands of retailers are light and with a good demand from building operations, retailers are in the market for a replenishment of stocks. They are asking for immediate shipments. Manufacturing establishments, with the exception of furniture concerns, are also buying better.

The demand is especially good for the lower grades of chestnut and oak. Sound wormy chestnut has advanced one dollar recently. There is a good demand for all grades of oak, with white oak the leader. Quartered oak is also selling well and prices are firm. Ash is in better demand. Poplar is strong.

CINCINNATI

The local hardwood market has been steady during the past fortnight. There has been a good demand for oak boards and this has kept the market busy supplying bone-dry stock, which is scarce and hard to get. Highly-figured oak is in poor demand. Quarter sawed plain white oak, as well as mixed oak, red and white, is in good demand. Plain oak, red and white, inch and inch and a quarter in dry stock, is active.

The inquiry for long clear chestnut boards for the house building trade is active, and there is a good demand for heavy, rough stock. Low grades are plentiful at prices that make them worthy of the box-makers' attention. Sound wormy is in fair call for wide, clear, heavy stock, in inch, inch and a half, and two-inch thicknesses. However, such stock must be bone-dry and worm holes no defect. Ordinary stock is in plentiful supply at fair prices, but manufacturers of built-up stock will pay higher prices for the stock previously mentioned in order to save glue jointing. Wide dry stock is scarce.

Poplar in manufacturers' grades is really the leader in the market. Nos. 1 and 2 are in good demand while medium and low-grade stuff never showed a better demand. The demand for wide, clear stock is also better. Box boards are in fair demand by wagon-makers.

Red-gum is in the market to stay, Nos. 1 and 2 being in good demand for lumber and flitches for veneer. Saps and common of good bone-dry quality are in demand for drawer-sides from desk makers.

Nos. 1 and 2 cottonwood are active. Low grades are in excellent demand from the box-makers' trade. Basswood is in good request from the general manufacturing trade as well as from the builders. Red and white birch is in good demand and scarce. The mahogany market was never in better condition. Ash is fair for both brown and white in the domestic trade, and stocks are low. Hickory is in demand from the wheel-makers and long boards are very scarce. Cypress wood is active and some of the lower grades have advanced in price. However, the upper grades remain about the same.

TOLEDO

There has been a heavy demand for hardwood during the fortnight and advances in prices have been made all along the line. Dry stocks are low and hard to get and most of the yards find their stocks badly broken. Furniture concerns have been especially active recently, and the building trades have been calling for all kinds of hardwoods. Taken altogether hardwood men have much to feel grateful for, and few complaints are heard.

INDIANAPOLIS

While the local hardwood business is not rushing, there is a fairly satisfactory trade with indications of a steady run during the summer months. There have been several spurts in business recently, but inclement weather and partially unsatisfactory industrial conditions have not permitted the trade to advance as it should. There has been no recent change in prices.

The veneer trade is not as good as it was expected it would be. Local veneer plants report rather inactive business at this time, although most of the plants are running full time, but not to full capacity.

MEMPHIS

The supply of hardwood lumber at Memphis is relatively small, and those who are receiving orders are having greater difficulty in securing stock than in any other direction. The demand is larger in proportion to the amount of lumber available than it has been for several years, with the result that those who have lumber to sell are occupying a very happy position. Wholesalers are finding their operations restricted somewhat by their inability to secure lumber. It is proving an exceptionally good season for those manufacturers who have large stocks of lumber, but it must be noted that there are comparatively few of these. There has been so much interruption to production during the past six months that stocks are broken almost everywhere.

There is a particularly good demand for plain oak in all grades, and the supply is very small. The demand is splendid in the lower grades of cottonwood and gum, and the amount for sale is small. The upper grades of gum, both red and sap, are in active demand at full prices, particularly for well manufactured and well handled stock. The upper grades of cottonwood are in reasonably active call and prices are firm. There are practically no box boards offering. Quartered oak is in rather more active request than a short time ago and the cypress market is firmer. The expansion in building operations throughout the country is proving a stimulating influence on this item. The supply of ash is somewhat restricted, and prices are quite steady thereon. Production is increasing but it is pointed out by manufacturers here that it will be some time before the stock now being made will be dry enough to ship, with the result that the present output is having very little bearing upon the amount of lumber available for immediate shipment.

KNOXVILLE

The local market for hardwood lumber has been all that could be desired during the past two weeks. The demand for dry stock is much greater than the supply, and prices are strong on plain and quartered oak, with a tendency to go higher. The lower grades of poplar and chestnut are firm and active, with a small amount of available stock as compared with the demand. Ash and chestnut are very scarce. Both higher and lower grades are selling well.

The weather for the past two weeks has been very favorable to the country roads, and all the country mills are hauling their stocks to the railroad as fast as possible.

Building operations in this city, from which the hardwood interests will get a good share of the business, show unusual activity, and altogether the situation for the coming season looks good.

BRISTOL

Trade conditions in this section are reported as favorable, with prospects for business holding its own during the summer. There is no disposition on the part of the manufacturers to curtail, and the result is that the mills are all busy at this time. It is believed that trade will continue a little dull through the year, due to the political disturbance incident to the presidential election. Dealers report that prices are practically unchanged and that the demand for stocks is fair.

NASHVILLE

There has been a good volume of hardwood business done on the Nashville market during the past two weeks. The only difficulty of the situation is that the supply does not equal the demand. Dry stock conditions show no improvement, stocks being very low and the manufacturers hesitating as a consequence to accept orders for the future. Prices have been good and are showing steady advances on practically all desirable hardwoods. Plain oak continues to lead in the demand and stock continues low. Ash, basswood, chestnut, cottonwood and low-grade poplar are in good call. Cherry and hickory are active. Walnut is popular and scarce. Cypress is holding its own. The local log supply has been good here this season, the unusually good tides in the Cumberland river and tributaries enabling the loggers to get practically all their stocks to this market. However, with continued heavy orders, there has been no accumulation of dry stocks. Even with good stocks of logs, the mills will not be able to catch up with the demand until late in the fall. The building trades, railroads and car construction companies are the most insistent with

their demands for good stock just now. The sash, door and blind makers are active as a result of the building boom. At present the call from furniture and wagon manufacturers is not as active as formerly. They are apparently well stocked with finished products.

LOUISVILLE

The law of supply and demand is generally regarded as an effective working force and the results are usually in evidence. The hardwood situation is regarded as an excellent example of this condition. The reduction in available lumber stocks at many points caused by floods, wet weather and unfavorable producing conditions brought about a reduction in the supply. Obviously the market was strengthened, from a technical standpoint, and prices immediately began to advance. They have been about steady for the past fortnight, and the reason is seen in the fact that the demand has diminished. Thus the reduction in the supply has been offset to a certain degree by loss of demand, so that the force of the former as a factor in affecting prices and the general tone of the market has been considerably diminished. "Too much politics" is given as the cause of the slowing up of trade, and it is expected that as soon as the conventions are over, trade will pick up considerably. Meanwhile a normally good business is being done, with plain oak, poplar and quartered oak leading in demand. Chestnut and ash are also selling well.

ST. LOUIS

A fair volume of business is being done by the local hardwood trade and inquiries coming in justify the belief that there will be a considerable increase in the very near future. However, the market is not up to expectations, which has caused considerable disappointment. Consumers are buying only for immediate needs. It is the general belief that prices on nearly all items will advance appreciably in the near future. Many of the mills are oversold, and because of bad weather conditions during the past few weeks operations have been greatly handicapped and they find it somewhat difficult to fill orders.

Dealers in cypress report a seasonable amount of business. Not only are orders coming from manufacturing consumers, but from yards as well, although the requests from the latter are not as numerous or for as large orders as they should be owing to the fact that the farmers are too busy to use lumber. The local call is fairly good. The sash and door trade is also satisfactory under existing circumstances. Building operations are fairly good and the prospects are bright for them to improve. Special work is more active than any other class, and most of the planing mills are well supplied with orders.

NEW ORLEANS

Low stocks feature the local hardwood situation. The market is exceptionally firm, but on account of a marked scarcity of low grades at the mills, many manufacturers are refusing to accept orders. Conditions are still generally unsettled in the export market, and while it seems that a revival is due, physical conditions have not yet returned to a normal basis. However, the congestion is being relieved, and delayed shipments are going forward. Some difficulty is also being experienced in getting lumber from the interior, and the continued high waters in this section of the state are expected to interfere with shipments for some little time to come. The most important and perplexing question just now is the ocean rate situation, which is daily assuming greater prominence. Reluctance of foreign buyers to pay increased prices also has much to do with the situation. Reports from local exporters indicate that this reluctance is due to the very high rates that are now asked. Consequently the export hardwood business has been somewhat restricted. Steamship agents claim that there is and will be during this year a scarcity of tonnage, and that there is no possibility of the lumber rates being reduced during the summer.

MILWAUKEE

New stocks are not arriving as fast as wholesalers and some of the manufacturing concerns would like to see. Some basswood and birch is making its appearance, but not in large enough shipments to relieve the shortage. Dry birch stocks in the upper grades and even plain and quartered oak are practically exhausted. Dry stocks of low-grade basswood are practically out of the market. Maple is in brisk demand.

The flood situation in the South still seems to be hindering shipping operations, and the supply of southern hardwoods in the local market is lighter than it has been in several seasons As a result prices in all lines are either higher or have an upward tendency.

The building season has opened with a rush, now that the weather is more settled. This has resulted in a better demand from various sources, including the sash and door and interior wood-working concerns. Stocks at practically all these plants are light and some good orders are being placed as a result. While the general furniture trade is naturally quiet at this season of the year, some fair orders for stock are being received from this source.

DETROIT

Conditions in the Detroit hardwood market are very encouraging. There has been a very good demand for practically all lines, with cypress, oak, elm and walnut especially strong. The call for oak, elm and walnut was greatly augmented by the needs of the automobile factories. Maple has also been active. Prices have been very satisfactory and have held steady. Trade in the flooring industry is steadily increasing in volume and the recent dull period has been succeeded by a season of great activity. Large shipments of hardwood lumber are being received at the local docks.

GLASGOW

This market is at present in a very stagnant state, due no doubt to the recent coal strike, which is only now making itself felt here. Although values are still very firm, heavy imports would cause a sudden slump in prices. There seems to be no stability about business, and buying is only done in a hand-to-mouth system. Cabinet makers and others are feeling the effects of the recent trade disputes and increased prices asked for all kinds of American lumber. Stocks held in public yards continue to be very light, and in certain commodities, such as oak and walnut logs, the demand is strong, and buyers are willing to give good prices. Shipbuilding continues good, the demand coming principally from this source.

The steamship Dongola is expected to arrive soon from New Orleans, La., with the usual assortment of American hardwoods. According to the steamer's manifest, there is very little oak lumber on board, and the little that has come forward is chiefly 5/4", 6/4" and 8/4". Although buyers as a rule do not care for this southern wood, it is anticipated it will all be sold, as the trouble at Baltimore has delayed the sailing of the steamship Almora. Consequently supplies are very short in these thicknesses. This steamer also carries ash and hickory logs, and these woods come to a splendid market. Not a single hickory or ash log is at present in stock, and some of the largest mills that do business in these woods have had to refuse orders, being unable to fulfill same owing to want of material. This is quite an unheard of thing at this time of the year, as usually the stock is more than sufficient for the demand.

The demand for red gum, prime quality, 6" and up x 1", is fair. However, the market for No. 1 common is very weak. Sap gum is in good request. The market is bare of prime stock, and prices have taken an upward tendency. Prime quartered white oak, 1", 1¼", 1½" and 2", is in good demand at increasing prices. No. 1 common, except in ½", ⅝" and ¾", is not wanted at present. The demand still continues good for prime plain white oak boards, especially for the thicker stock—5/4", 6/4" and 8/4". The demand for first-class quality oak and gum staves is very firm. There is a steady demand for railway and wagon oak planks and better prices are being paid for same.

It must be remembered that although the above woods are in demand at present on account of a shortage of stocks and the non-arrival of steamers, heavy consignments would quickly weaken the market and bring down prices. Small lots sent in regularly will sell well.

THREE STATES LUMBER CO.
Manufacturers of
SOUTHERN HARDWOODS
Cottonwood and Red Gum
SPECIALTIES
Main Office, Memphis, Tenn.

IN STOCK THE FOLLOWING
READY FOR SHIPMENT

50,000 ft. 4/4 No. 3 Common Plain White Oak
35,000 ft. 4/4 Miscuts Plain White Oak
100,000 ft. 4/4 No. 4 Common or Mill Culls Oak

34,000 ft. 4/4 No. 1 Common Poplar
60,000 ft. 4/4 No. 3 Common Poplar

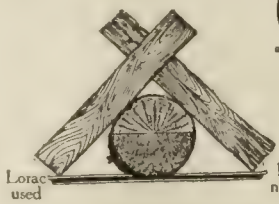
75,000 ft. 4/4 No. 2 Common and Sound Wormy Chestnut.

All the above is graded under the Hardwood Manufacturers' Association of United States rules.

Standard 8' 6" White Oak Cross Ties for quick shipment.

Write for Prices

Bluestone Land & Lumber Co.
RIDGWAY, PA.



Checking
Splitting
Rotting
Prevented by LORAC

which at trifling cost protects Logs, Lumber and Dimension Stock against weather and time. A BOY CAN DO THE WORK.

T. B. ALLEN & Co., Galveston, Texas, say
"Please ship us at once two barrels Lorac. We are very much pleased with the result obtained by using this."

TRY LORAC NOW
WRITE US FOR FULL PARTICULARS
THE GEORGE HENKE CO., 62 Beekman St., N. Y.

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No display except the headings can be admitted.

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EMPLOYES WANTED

WANTED

An experienced hardwood lumber salesman. None but one who is familiar with the trade in New York and vicinity need apply. State experience with consuming and wholesale trade, reference, residence, age and salary wanted.
Address, "BOX 65," care HARDWOOD RECORD.

WANTED—MANAGER

for rotary veneer plant. Must have experience and $7,000 to take a half interest. Advertiser will sell the products. A large profitable business can be done. Plenty of available timber.
SOUTHERN TRUST CO., Little Rock, Ark.

SUPERINTENDENT WANTED

for Wisconsin plant in city of 10,000 sawing and shipping twenty million per annum of Hemlock and Hardwood. Must be capable, sober and experienced. New plant. References required. Address, "BOX 60," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—POSITION

As Manager of lumber manufacturing concern by young man 33 years of age. Experience, ability and character back of this. Address
"BOX 63," care HARDWOOD RECORD.

EXPERIENCED SALES MANAGER

capable of producing results, desires connection with large mill. Fifteen years' experience filling successfully positions of yard foreman, buyer and inspector, salesman, and six years as sales manager for one of the largest hardwood and cypress mills in the South. High-class references. Now employed. Open July 1. Age 35, married. Address
"BOX 61," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.
THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

TIMBER LANDS FOR SALE

FOR SALE

At a special bargain 300,000,000 feet of the very highest grade of hardwood timber, especially well located as to logging and market, in southern Mississippi; cut over 10,000 feet per acre; land in fee simple. If interested address
H. H., P. O. Box 176, Mobile, Alabama.

FOR SALE—CHEAP

Three million feet high-class Walnut, Poplar, Ash, Oak, Hickory and Gum timber, with complete 10,000 capacity sawmill erected on location. Five to six million feet additional timber adjoining can be had cheap. Location within three miles of Alabama River. Cheap water freight rate to Mobile or Selma. Price, $6,000; can arrange terms. Address
P. O. BOX 146, Pine Hill, Ala

FOR SALE

Two million feet Oak; two million feet Gum; two thousand ranks of Hickory and small White Oak; one good double circular sawmill. Fifteen miles from Little Rock, Arkansas. Good logging proposition. Railroad crosses land. $8,000.
SOUTHERN TRUST CO., Little Rock, Ark.

FOR SALE—5,000-ACRE TRACT

of Hardwood Timber Land located in Perry Co., Tenn. This tract contains a large amount of Hickory and Oak tie timber; land is suitable for farming or pasture when timber is removed; a bargain at $5.00 an acre. Will arrange terms; investigate. For particulars address
FRANK P. CLEVELAND,
2440 Adams Express Bldg., Chicago, Ill.

TWO MILLION ACRES TIMBER

All kinds. Everywhere. Full particulars on request. JONES THE TIMBER MAN,
Pettigrew, Ark.

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracts of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE—IN MAINE AND CANADA

Both hardwood and soft wood timber tracts. Any size desired. HILLARD C. SCHOPPE,
Cherryfield, Maine.

45,000 ACRES IN EASTERN CUBA

Hardwood timber of highest grades. Highly commended by two experts. On large river; no malaria. In richest province on the Island. Easy terms for responsible people. Want man to handle selling end. W. R. BYERS, Frankfort, O.

LUMBER FOR SALE

FOR SALE

Minimum carload 4" white ash. Address "BOX 55." care HARDWOOD RECORD.

FOR SALE.

1 car 8/4 1sts & 2nds Plain Red Oak, bone dry.
1 car 12/4 1sts & 2nds Plain Red Oak, bone dry.
3 cars 4/4 No. 1 common Ash, bone dry.
1 car 6/4 No. 1 common Ash, bone dry.
THE WALNUT LBR. CO., Indianapolis, Ind.

FOR SALE

1 car 5/4 No. 1 common plain sawed R. & W. Oak, bone dry.
2 cars 10/4 1sts and 2nds plain sawed Oak, bone dry.
1 car 4/4 1sts and 2nds Cherry, fine widths and lengths.
1 car 5/4, 6/4, 8/4 No. 1 common and 1sts and 2nds Cherry, bone dry.
C. J. FRANK, Logansport, Ind.

FOR SALE

3 cars well-manufactured Michigan Maple flooring, 1-1/16"x2¼" to 3¼" face. Will make low price to move quick. Address
"BOX 62," care HARDWOOD RECORD.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.
INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

DIMENSION STOCK FOR SALE

PLOW HANDLE STRIPS

10,000 pcs. 1¼"x2¼"x13" White Oak Plow Handle Strips.
18,000 pcs. 1¼"x2¼"x4' White and Red Oak Handle Strips.
Nice stock and in good dry condition.
J. V. STIMSON & CO., Owensboro, Ky.

LUMBER WANTED

WE ARE IN THE MARKET

for all kinds of Hardwood, log run, at lowest cash prices delivered.
GUENTHER LUMBER CO., Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE CHEAP

Six foot Phoenix band mill, live rolls, edger, kicker, trimmer, steam feed, electric light plant, boilers, engine, filing-room machinery, lumber trucks, etc. One 18-ton Climax engine and one 10-ton Shay engine. Will sell as a whole or will divide.

All in good condition. Must sell by July 1st.
J. S. WALKER LBR. CO., O'Keeffe, W. Va.

WOODWORKING MACHINERY

1—55" Connell & Dengler Band Resaw.
4—Circular Resaws.
1—15" inside matcher J. A. Fay & Co. make.
1—Heavy 30x8 double surfacer.
10—2 spindle shapers.
6 -Hand jointers.
2—Panel Raisers.
Various other machines.

ENGINES

Corliss:
1—10x30 Hamilton.
1—14x36 Bates.
1—16x42 Hamilton.
1 –16x36 Fishkill.
1 18x42 Lane & Bodley.
1—20x42 Wetherill.
Tubular Boilers of all sizes.
Belting, Shafting, Pulleys and Hangers.

CLEVELAND BELTING & MACHINERY CO.,
Cleveland, Ohio.

FINE OUTFIT FOR SALE CHEAP

Saw and planing mill, complete, offered as whole or piece-meal. Fine location for hardwood operation.

Sawmill, 50M daily capacity:
8'12" Clark band mill; Filer & Stowell 3-block carriage; 10" shotgun feed; 8" and 10"x5' Hill nigger; 50" Stearns edger, 4 saw; 10-saw trimmer; 6-saw slasher; 20" Mitts & Merrill hog; four 60" boilers; 16" engine; filing-room machinery, pulleys, belting, shafting, etc., erected in 1909.

Planing Mill:
54"x14' high-pressure HS&G boiler; 12x16 self-contained HS&G engine; Hall & Brown No. 66 high-speed 6x15 matcher, with profiler; circular resaw; edger; filing-room equipment; 60" slow-speed blower system; shafting, pulleys, belting, etc.; this outfit erected new in April, 1911. 40 cast-wheel lumber buggies; 2 haul-off carts.

Dry Kiln:
Standard dry-kiln, 2 rooms, each 20x104', steel foundation, and all necessary equipment; rated capacity, 40M daily.

Electric Light Plant:
8x10 Brownell engine; 16 k.w., 250-volt D. C. Westinghouse slow-speed dynamo; slate switchboard, fully equipped; inside wiring of sawmill, planing mill, commissary and office; capacity 250 lights.

Waterworks:
16x10x12 single-stroke Deane pump; 600' of 6" main; 500' of 2½ and 3" branch pipe; twelve 50' sections 2½" fire-hose.

Also offer two Bender log-carts, 8' wheels, new in 1911.

UNITED LUMBER CO., Ruston, La.

FOR SALE

One 6x10 automatic buckeye engine, belted to 15 KW Willey generator, 110 volts.

One 14x24 Tangye bed buckeye automatic engine.

Two 16x66 return tube tubular boilers.

One 50 H. P. transmission rope drive, complete.

One Kensington feed water heater.

One miscellaneous lot shafting, pulleys, hangers. LOUISVILLE VENEER MILLS,
Louisville, Ky.

FOR SALE.

1—18x36 Bates Corliss Engine.
1—14x24 Buckeye Engine.
2—150, 2-80 and 1 50-H. P. Boilers.
1 8' Band Mill with Clark Carriage.
1—Short Log Mill and Band cut-off Saw.
3—Whitney Single Planers.
3 Slicing Machines.
3 Smith Roller Dryers.
Filing-room outfit, Pumps, Heaters, Blowers, Dust Arrestors, Shafting, Hangers, Pulleys, Etc.

PHILADELPHIA VENEER & LBR. CO., INC.
Knoxville, Tenn.

FOR SALE—COMPLETE SAWMILL

band and rotary, steam feeds, edger, trimmer, filing room machinery, all pulleys, belting and shafting, and power plant, all in good condition. Will be priced at small percentage of its value to cash buyer. For information write "MILL BARGAIN," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

FOR SALE

Complete 8' Band Sawmill outfit, also 12-ton Shay locomotive and logging outfit, including mules, horses and oxen. Can be seen in daily operation.

PETROS LUMBER CO., Petros, Tenn.

FOR SALE—WOODWORKING PLANT

An exceptional opportunity, splendidly equipped with best machinery for all lines of woodworking. Buildings and dry kiln new. Private switch, located in good timber country in the South, in continuous operation for the past thirty-seven years. Now in operation. Address "BOX 58," care HARDWOOD RECORD.

STOP!

I am the man you are looking for. I buy stock you want to move quick. Send me that list of stock you want to close out now.

Am in the market always for goods and odd lots at the right price. J. GEO. SCHNEIDER, York, Pa.

WE WANT

Good slack stave mill site. Use principally Red or Sweet gum with Elm, Sycamore, Ash, Cottonwood and Willow. Will operate separately or jointly with lumber mill.

J. T. WYLIE & CO., Saginaw, Mich.

HDWD. OPPORTUNITY FOR OPERATOR

Of good credit to contract for any part of 500,000,000 feet hardwood, Eastern Kentucky, to be paid for as cut at low stumpage price. No cash required. Must build mill on property. J. H. S., Room 1408, 60 Broadway, New York City.

FOR SALE

New wagon material sawmill now being built, and will be ready to run June 15.

Good tract of virgin Oak, Ash and Hickory stumpage, one mile from depot.

Reason for selling, owners have larger proposition for development.

Will take $5,000 cash to buy when mill is ready to run. TURNER-CUMMINGS HARDWOOD CO., Grigsby, Tex.

WE WISH TO GET IN TOUCH

with one or more competent sawmill men owning portable mills of about 20,000 feet daily capacity to cut for us on contract hardwoods from 13,000 acres timber in Patrick Co., Va. Direct railroad transportation.

ROSSLYN LUMBER CO., INC.,
411 Southern Bldg., Washington, D. C.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

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Chicago

We also make Time Checks, Stencils and Log Hammers.



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HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825

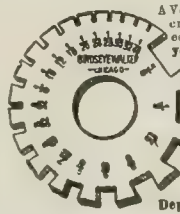
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A SPECIALTY

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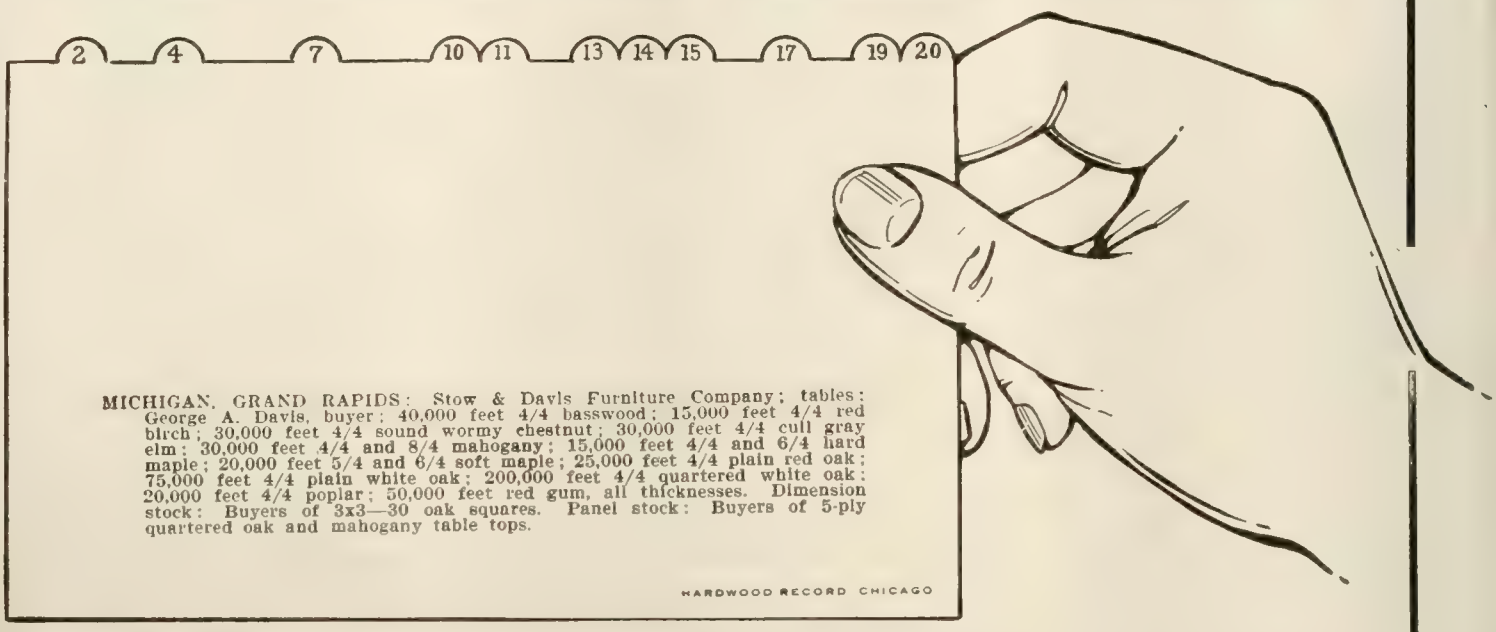
Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
SAUL BROS.
626 Federal St., Chicago



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE Wake up to this opportunity. Price only $1 98 delivered by U. S Mail Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.
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Produce the Cheapest and Best
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, Ohio City, U.S.A.

Doesn't It Look Good To You?



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



THE REAL TEST OF A BAND SAW IS ITS TOUGHNESS

Here's a practical demonstration. This Saw ran into a large steel reamer bit and was literally *torn* into strips, without developing a single crack. Read what the Filer says:

West New Brighton, N. Y.

One of our SILVER STEEL BAND SAWS struck a large steel reamer bit, but the Saw **did not break** or crack. It just shredded into strips. It is the **toughest** piece of steel I ever saw.

J. L. SEARS,
120 College Avenue.

If you doubt Mr. Sears' statement, write him and he will tell you what he thinks of

ATKINS SILVER STEEL SAWS

Saws like this are cheapest in the long run—cheapest for every day wear. We would be glad to send you a pair for trial. Order through your regular source. If they won't supply you, then write to the nearest address below.

Largest exclusive manufacturers of Saws for all purposes. BAND SAWS—CIRCULAR SAWS—GANG SAWS—CROSS CUT SAWS. MACHINE KNIVES. General Selling Agents Covel Automatic Filing Room Machinery.

E. C. ATKINS & CO., Inc., THE SILVER STEEL SAW PEOPLE **Home Office and Factory, INDIANAPOLIS, IND.**

BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE, VANCOUVER, B. C., SYDNEY, N. S. W.

CANADIAN FACTORY—HAMILTON, ONT.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

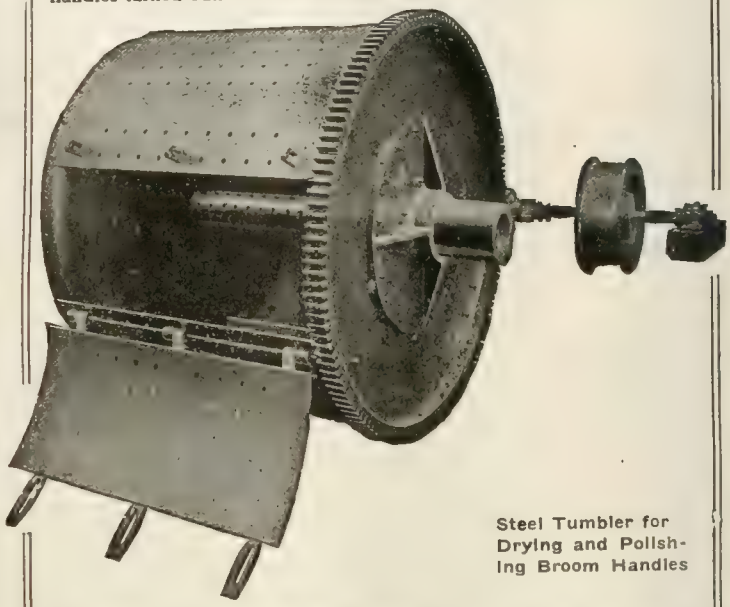
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NEW YORK, N. Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

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Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY
Complete Line of Broom Handle Machinery
CADILLAC, MICH.

The CHEAPEST HARDWOOD LOGGING

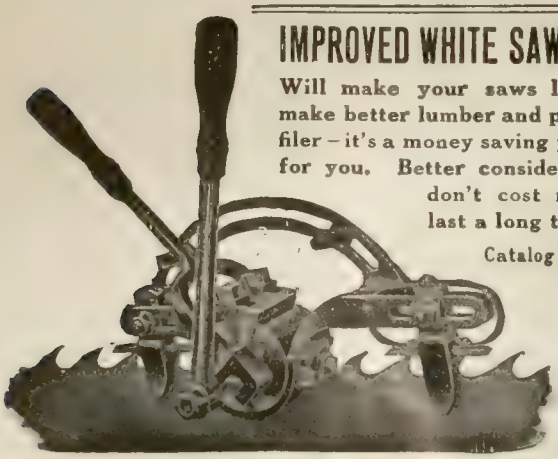
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NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

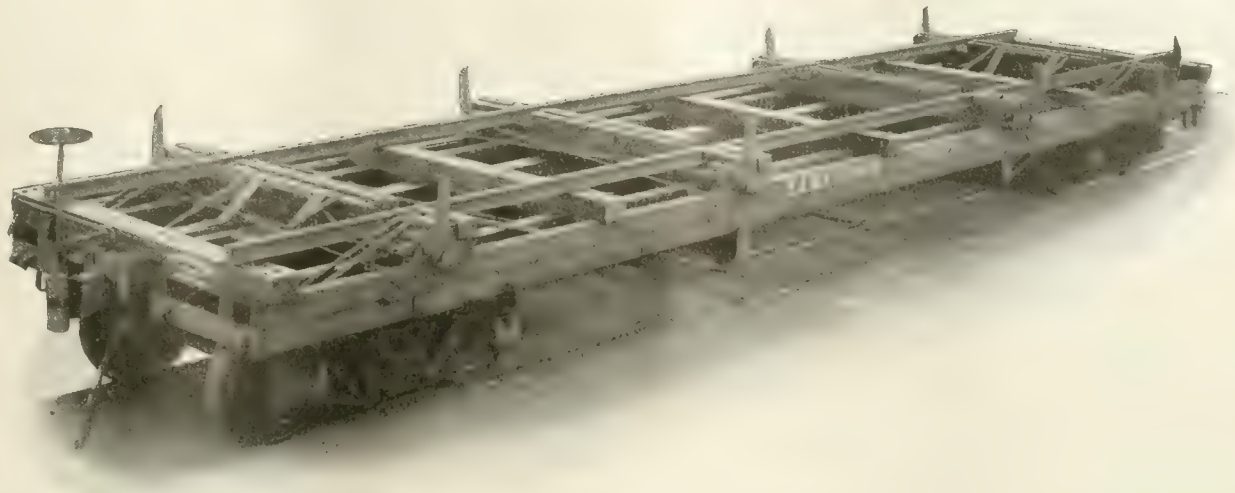
Phoenix Mfg. Co.

Eau Claire, Wis.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS

Years of Hard Service Have Demonstrated Russel Cars to be Superior in Quality and Construction. Built for any Capacity Desired

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

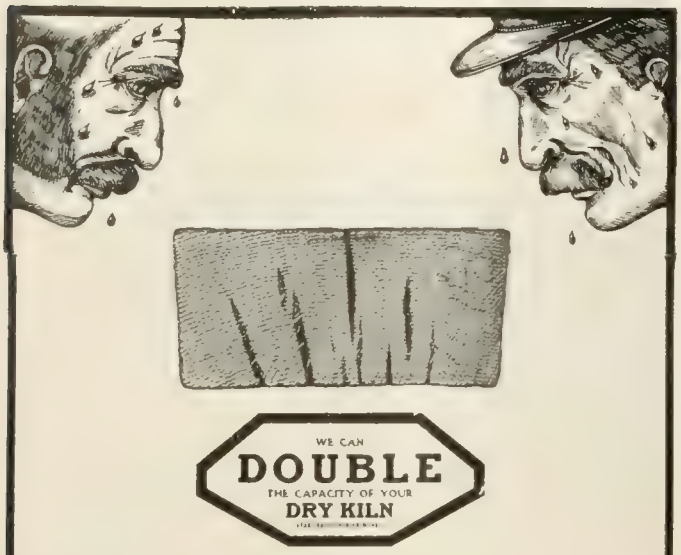
(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

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WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

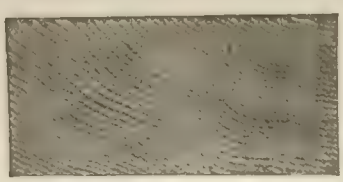
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

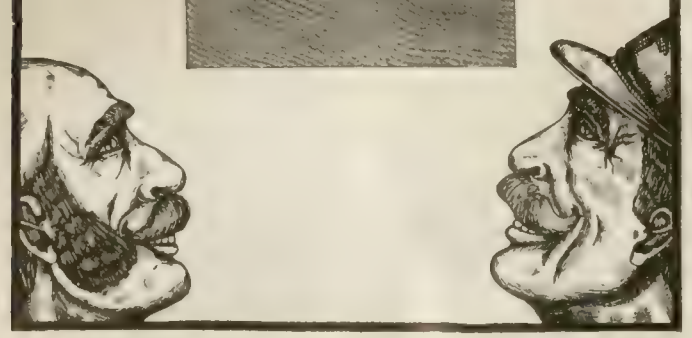
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





Corrugated Joint Fasteners

Can be quickly and cheaply driven with

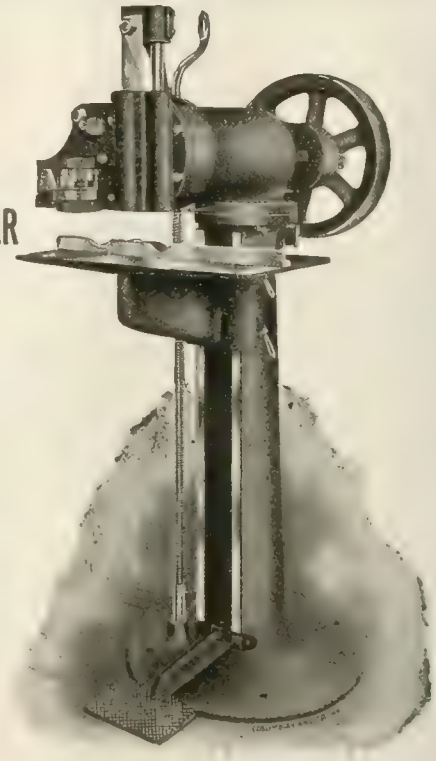
"ADVANCE" CORRUGATED JOINT FASTENER MACHINE

Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by



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ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



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THE MECHANICAL RUBBER COMPANY
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307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

Maximum Economy in Wood-Working Plants

EVERY wood-working plant superintendent is anxious to produce his work for the least expense and welcomes every suggestion that actually helps him toward economy.

Let us analyze shop routine and find out how maximum economy can be obtained.

Shop Economy Depends on Three Factors

1. **Proper routing system**—The machines must be so placed that the materials require minimum handling in passing through the shop. The means for handling materials, whether trucks or hand labor, must be used in the most efficient manner.

2. **Proper handling of materials at machines.**—Work must be put on and removed with the least loss of time. Adjustments of machines must be made with the greatest speed and accuracy. The cutting speeds must be such as to produce the greatest output.

3. **Proper working conditions**—Workmen must have proper light and ventilation and be protected as far as possible from injury.

How can these conditions be obtained in your shop?

The Westinghouse Electric and Manufacturing Company has at your service data on the best wood-working shop practice.

If you desire to produce your work with maximum economy, write Dept. 38 today.

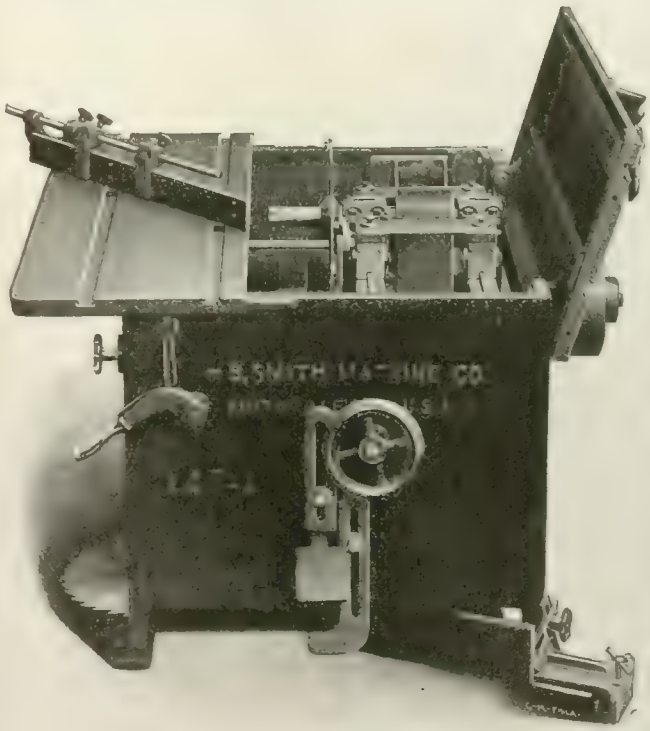
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SMITH OF SMITHVILLE

Woodworking Machinery

All kinds of Sawing Machines including

Band Saws, Cut-off Saws, Rip Saws and Combination Saw like cut below.



Combination Saw, showing accessibility to Saw Blade. Carriage mounted on rollers with Ball Bearings and brought into work by foot treadle.

Send for Literature

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WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
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WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
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SAWYER GOODMAN CO.

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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

Headquarters for Mixed Orders

Our stock comprises all the different kinds of timber grown in Wisconsin and we are well prepared to fill mixed orders promptly. We call your attention especially to stock in *Plain* and *Red Birch* in all thicknesses and a good assortment of *Pine* and *Hemlock, Basswood Siding* and *Ceiling* and *Hardwood Flooring*.

ARPIN HARDWOOD LUMBER CO.

Atlanta, Wis. and Grand Rapids, Wis.

SAW MILL AND PLANING MILL AT ATLANTA, WISCONSIN

COSTS BUT ONE CENT

to get our prices on Hardwood lumber, Maple and Birch Flooring, and may be the means of

SAVING YOU DOLLARS

ROBBINS LUMBER COMPANY

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The Tegge Lumber Co.

MILWAUKEE
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BUYERS OF
ALL KINDS OF

HARDWOOD LUMBER

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD — CHICAGO

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

SPECIALS

DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood,** Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

S. P. COPPOCK & SONS COMPANY
FORT WAYNE, IND.

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY
Fort Wayne, Indiana

D. B. MacLaren Lumber Co.

HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

ANY REASONABLE OFFER

Will buy the following stock:
DRY—IN FINE CONDITION

4,700 feet 3/4" 1s-2s Qrtd. White Oak.
40,000 feet 4/4" No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼" 1s-2s & No. 1 Com. Plain White Oak.
10,500 feet 2½" 1s-2s & No. 1 Com. Plain White Oak.
45,000 feet 4/4" No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4" No. 1 Com. Qrtd. Red Oak Strips, 2" & up wide.
12,000 feet 6/4" Hickory, Log Run.
16,000 feet 4/4" Hickory, Log Run.
20,000 feet 4/4" Poplar, 1s-2s Quartered.
8,000 feet 4/4" Poplar, No. 1 Com. Quartered.
12,000 feet 4/4" Poplar, 1s-2s 7" and up.
50,000 feet 5/4" Poplar, 1s-2s & No. 1 Com., 7" to 9".
12,000 feet 4/4" Ash, 1s-2s 6" and up.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

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FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

ROCK ELM	SOFT ELM
75,000 ft. 6/4 No. 2 Com. & Better	25,000 ft. 5/4 No. 2 Common
75,000 ft. 8/4 No. 3 Com.	**BIRCH**
MAPLE	50,000 ft. 4/4 No. 1 & 2 Common
200,000 ft. 4/4 No. 3 Com.	10,000 ft. 4/4 No. 1 Com.
30,000 ft. 5/4 No. 1 Com. & Better	15,000 ft. 5/4 No. 1 Com.
100,000 ft. 6/4 No. 1 Com. & Better	**BASSWOOD**
200,000 ft. 8/4 No. 3 Com.	50,000 ft. 5/4 1sts & 2nds.
300,000 ft. 12/4 No. 3 Com.	50,000 ft. 5/4 No. 1 Com.
	25,000 ft. 6/4 No. 1 Com.
	15,000 ft. 6/4 No. 2 Com.

Von Platen Lumber Co.

Iron Mountain, Michigan

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars.

80000	4/4 Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
72000	4/4 Pl. White Oak 1s & 2s.	20000	8/4 Cottonwood Log Run.
143000	4/4 Pl. White Oak 1 Com.	112000	4/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	26000	5/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	48000	6/4 Cypress Shop & Better.
47000	4/4 Qtd. White Oak 1 Com.	31000	8/4 Cypress Shop & Better.
12000	8/4 White Ash 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
13000	10/4 White Ash 1s & 2s.	27000	4/4 Gum 1s & 2s Sap.
		25000	4/4 Gum Boxboards 13"-17".
		38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

QUARTERED WHITE OAK FLOORING

FORMAN'S FAMOUS

SAP CLEAR	SELECT
34,976' 13/16 x 1½"	36,026' 13/16 x 1½"
16,550' 13/16 x 2"	115,227' 13/16 x 2"
33,768' 13/16 x 2¼"	147,998' 13/16 x 2¼"
21,776' 13/16 x 2½"	56,882' 13/16 x 2½"

A low price for immediate shipment
Please write us quickly

THOMAS FORMAN COMPANY

DETROIT

"Chief Brand" Maple and Beech Flooring

in ⅜, ⅝ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

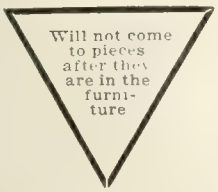
WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

VENEERS AND PANELS

Veneer Panel making is our specialty, and we claim that the panels we make are cheaper in the long run for they



Do you see the point?

Veneered Panels

If you were to find that you can buy a certain part of your product cheaper than you can make it, would it not be wise, logical and profitable for you to quit making and buying?

We have a Veneer Panel-making Plant equipped especially for this work and we produce panels in two, three and five-ply, quarter-sawed oak, quarter-sliced oak, figured mahogany, plain mahogany, red birch, plain oak, yellow pine, gum, basswood, ash, maple and elm.

No progressive manufacturer would consider using single ply or straight lumber in preference to laid up veneered panels, and with our equipment, facilities, experience and expertness we can supply you with veneer panels at a less cost than you can make them.

Tell us your needs along this line and we will submit you samples and quote you prices that will bear us out.

The Gorham Brothers Company

:: :: :: :: MT. PLEASANT, MICH. :: :: :: ::

Veneer Manufacturers Co.

S. E. Cor. May and Fulton St. CHICAGO

VENEERS

FIGURED AND PLAIN WOODS

Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

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J. RAYNER VENEERED PANELS

ALL WOODS

SEND FOR STOCK LIST

MAHOGANY LUMBER

CARROLL AVE. AND SHELDON ST.

CHICAGO

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

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2 "	8/4 1s & 2s Sap Gum 10 to 16 ft.	12 "
1 car	8/4 1s & 2s Red Gum 10 to 16 ft	10 "
1 "	4/4 13 to 24 in. Box Bds & Panel Gum	10 "
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2 cars	4/4 Common & Better " " "	8 "
1 car	5/4 1s & 2s " " "	8 "
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1 "	8/4 No. 1 Com. Quartered White Oak	12 "
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1 car 5/4 1s & 2s Plain Red Oak 15 in. & up 90 per cent 17 in. & up 50 per cent 14 & 16 ft.
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1 " 6/4 No. 1 Com. " " "
5 cars 6/4 & 8/4 Ash Common & Better one year dry
2 " 4/4 No. 1 Com. & No. 2 Common Poplar 75 per cent No. 1 Com.
5 " 4/4 Factory Common Plain White Oak 50 per cent 14 & 16 ft
½ car 4/4 Panel & No. 1 Poplar 18 in. & up 2 years dry
3 cars 4/4 1s & 2s Poplar 7 to 17 in. 2 " "
5 " 4/4 No. 1 Common Poplar 5 in. & up 2 " "
2 " 4/4 Poplar 75 per cent No. 2 Common 6 mo. dry
25 per cent No. 1 Common 6 " "
5 " 4/4 1s & 2s Cottonwood 12 in. & up 8 " "
5 " 4/4 Select Cottonwood 12 in. & up 8 " "
5 " 4/4 Gum Box Boards 15 in. 17 in. 10 " "
1 car 4/4 Gum Panel 18 in. & up 10 " "
2 cars 4/4 1s & 2s Sap Gum 10 " "
5 " 4/4 No. 1 Com. Sap Gum 10 " "
10 " 4/4 Select No. 1 Com. Sap Gum 12 in. & up 10 " "
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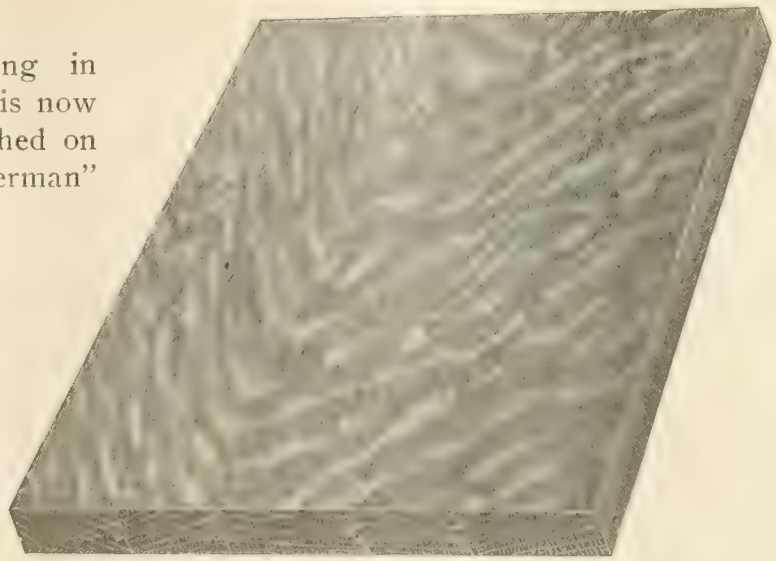
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1 Car 1″ Boxboards, 9 to 12″
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12/4 Cadillac Gray Elm 1s & 2s	40 M
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FIGURED AND PLAIN WOODS

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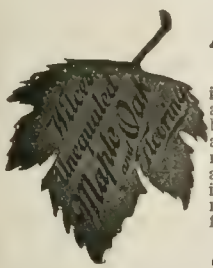
12,500 Acres Hardwood Timberland in Arkansas

RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1874

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

KNOXVILLE - TENNESSEE

103,000 ft. 4/4 1s & 2s Quartered White Oak.
200,000 ft. 4/4 No. 1 Com. Quartered White Oak.
55,000 ft. 4/4 1s & 2s Plain White Oak.
60,000 ft. 4/4 1s & 2s Plain Red Oak.
668,000 ft. 4/4 No. 1 Com. Plain Red and White Oak.

All the above is Band Sawn, nicely manufactured, good quality oak and thoroughly air dried. Has been on sticks from 12 to 18 months.

10,000 ft. 4/4 1s & 2s Poplar.
60,000 ft. 4/4 Saps & Selects Poplar
15,000 ft. 4/4 Clear Heart.
250,000 ft. 4/4 No. 1 Com.
35,000 ft. 6/4 No. 1 Com.
15,000 ft. 5/8 1s & 2s.
10,000 ft. 5/8 Saps.
15,000 ft. 5/8 No. 1 Com.
10,000 ft. 8/4 No. 1 Com.
54,000 ft. 4/4, 6/4, 8/4 Common & Better Ash.
145,000 ft. 4/4 Log Run White Pine.
135,000 ft. 4/4 Common & Better Chestnut, kiln dried.

WILL SHIP IN MIXED CARS, EITHER ROUGH OR DRESSED

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT BASSWOOD
POPLAR WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK
OUR SPECIALTY

MANUFACTURERS OF
QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

THE Davidson, Hicks & Greene Co.

NASHVILLE, ∴ TENNESSEE

QUART. WHITE OAK
156,000 ft. 4/4 1s & 2s.
36,000 ft. 5/4 1s & 2s.
24,000 ft. 6/4 1s & 2s.
38,000 ft. 8/4 1s & 2s.
72,000 ft. 4/4 No. 1 com.
32,000 ft. 5/4 No. 1 com.
62,000 ft. 8/4 No. 1 com.
42,000 ft. 4/4 No. 2 com.
42,000 ft. 8/4 No. 2 com.
28,000 ft. 4/4 clear strips.
22,000 ft. 5/4 clear strips.

PLAIN WHITE OAK
48,000 ft. 4/4 1s & 2s.
12,000 ft. 5/4 1s & 2s.
36,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
7,000 ft. 10/4 1s & 2s.
2,000 ft. 12/4 1s & 2s
72,000 ft. 4/4 No. 1 com.
14,000 ft. 5/4 No. 1 com.
48,000 ft. 6/4 No. 1 com.
38,000 ft. 8/4 No. 1 com.

PLAIN RED OAK
32,000 ft. 4/4 1s & 2s.
26,000 ft. 6/4 1s & 2s.
12,000 ft. 8/4 1s & 2s.
28,000 ft. 4/4 No. 1 com.
34,000 ft. 6/4 No. 1 com.

BASSWOOD
36,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
6,000 ft. 6/4 No. 1 com.

YELLOW POPLAR
24,000 ft. 5/8 1s & 2s, 8-18".
18,000 ft. Box Boards, 13-17".
56,000 ft. 4/4 1s & 2s, 7-17".
26,000 ft. 4/4 Panel & wide, No. 1
18 & 19".
20 & 21".
22 & 23".
24" & up.
14,000 ft. 5/4 1s & 2s, 7" & up.
82,000 ft. 5/8 Sap & Select.
60,000 ft. 4/4 Sap & Select.
21,000 ft. 5/4 Sap & Select.
11,000 ft. 6/4 Sap & Select.
2,000 ft. 8/4 Sap & Select.
26,000 ft. 5/8 No. 1 com.
76,000 ft. 4/4 No. 1 com.
12,000 ft. 5/4 No. 1 com.
2,000 ft. 6/4 No. 1 com.
2,000 ft. 8/4 No. 1 com.
72,000 ft. 4/4 No. 2 com.
64,000 ft. 4/4 No. 3 com.

CHESTNUT
24,000 ft. 4/4 1s & 2s.
2,000 ft. 6/4 1s & 2s.
2,000 ft. 6/4 No. 1 com.

ASH
18,000 ft. 4/4 1s & 2s.
15,000 ft. 6/4 1s & 2s.
15,000 ft. 4/4 No. 1 com.
12,000 ft. 6/4 No. 1 com.

This is only a partial list. Write us for anything you may need in Poplar, either Rough or Dressed. And our List on Hardwoods may be had at any time, covering Poplar, Oak, Chestnut, Ash, etc.

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly.

LOVE, BOYD & CO., Nashville, Tenn.

The Althauser-Webster-Weaver Lumber Co.

INCORPORATED

NASHVILLE, TENNESSEE

MANUFACTURERS OF HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

Cherokee Lumber Co.

NASHVILLE, TENN.

Manufacturers of

HARDWOODS

LET US HELP MEET YOUR REQUIREMENTS.
ONCE A CUSTOMER, ALWAYS A CUSTOMER.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER

HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES

All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

YOU GET WHAT YOU BUY

TIMBER PRODUCTS

C. L. Ritter

HUNTINGTON, WEST VIRGINIA

EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

THE D. E. HEWIT LUMBER COMPANY

Manufacturers of

West Virginia Soft Yellow Poplar and Hardwoods

MILL LOCATED IN CITY OF HUNTINGTON. ALL TIMBER SHIPPED TO MILL BY RAIL

1 Car 5-4 13 to 17 in. Box Boards, Poplar; 2 Cars 5-8 No. 1 Common and Better Poplar; 1 Car Thin Quartered White Oak No. 1 Common or Better

Peytona Lumber Company Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).

4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).

2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).

1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

AMERICAN COLUMN & LUMBER CO.

MANUFACTURERS

YELLOW POPLAR, HARDWOOD LUMBER, POPLAR, PLANING MILL PRODUCTS AND OAK FLOORING.

ST. ALBANS, W. VA.

FOR SALE

10 Cars 13-16x2¼ in. Clear White Oak Flooring.
All that could be desired in quality and workmanship.

HILL BROTHERS TIE AND LUMBER CO.

MANUFACTURERS AND DEALERS IN

Railroad Ties, Timber and Hardwood Lumber

CHARLESTON, W. VA.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.

PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

3 cars 4-4 1st and 2nds Chestnut, band sawn West Virginia stock running about 60% 14 and 16 ft. long, dry and ready for prompt shipment. Write for quotations.

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand June 1, 1912

	3/16	1/4	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4
F. A. S. Qrtd. White Oak, 6" and up	.....	.....	.....	60,000	.....	34,000	30,000	.....	4,000	.....	.....	.....
No. 1 Com. Qrtd. White Oak, 4" up	.....	.....	.....	.....	.....	12,000	75,000	.....	1,200	.....	.....	.....
No. 2 Com. Qrtd. White Oak, 3" and up	.....	.....	.....	.....	.....	.....	85,000	.....	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak Strips	.....	.....	.....	.....	.....	7,000	75,000	.....	.....	.....	.....	.....
F. A. S. Plain White Oak, 6" and up	.....	.....	.....	.....	.....	.....	.....	.....	.....	8,000	3,000	.....
No. 1 Com. Plain White Oak, 4" and up	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	9,000	.....
F. A. S. Plain Red Oak, 6" and up	.....	.....	.....	.....	34,000	.....	30,000	.....	.....	.....	.....	.....
No. 1 Com. Plain Red Oak, 4" and up	.....	.....	.....	.....	8,000	22,000	24,000	1,000	18,000	.....	.....	.....
F. A. S. Red Gum	.....	.....	90,000	125,000	3,000	50,000	140,000	8,000	.....	4,000	.....	.....
No. 1 Com. Red Gum	24,000	.....	.....	.....	125,000	.....	90,000	28,000	.....	.....	.....	.....
F. A. S. Figured Red Gum	.....	.....	.....	.....	.....	.....	43,000	6,000	.....	.....	.....	.....
No. 1 Com. Figured Red Gum	.....	.....	.....	.....	.....	.....	11,000	2,000	.....	.....	.....	.....
Sap Gum Box Boards, 13"-17"	.....	.....	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....
F. A. S. Sap Gum	.....	.....	.....	8,000	6,000	.....	.....	.....	.....	.....	.....	.....
F. A. S. Sap Gum, 18" and up	.....	.....	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum	.....	.....	5,000	20,000	.....	.....	.....	.....	.....	.....	.....	.....
No. 2 Com. Sap Gum	.....	.....	.....	20,000	.....	8,000	.....	.....	2,000	.....	.....	.....
Log Run Cypress	.....	.....	.....	.....	.....	.....	.....	.....	.....	75,000	.....	.....
No. 1 and No. 2 Com. Cypress	.....	.....	.....	.....	.....	.....	19,000	.....	.....	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	7,000	.....	3,000	30,000	.....	.....
Log Run Cottonwood	.....	.....	.....	.....	.....	.....	5,000	.....	.....	.....	.....	.....
Log Run Hickory	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	6,000

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

We have left one cargo of Inch No. 1 and 2 Common Maple Flooring stock, all 6 ft. and longer—not to exceed 12% 1x4.

We also specialize in Piling and Logs for Textile and Paper Purposes.

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH,
And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.
Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

CONASAUGA LUMBER COMPANY
General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS
White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.
Manufacturers and Exporters
SOUTH BEND INDIANA

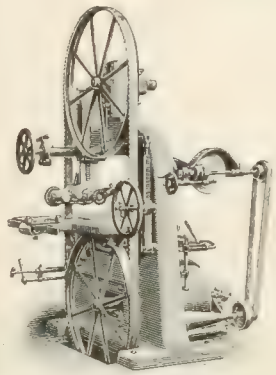
THE GATEWAY TO LARGER PROFITS

IS OPEN TO THOSE WHO STANDARDIZE WITH

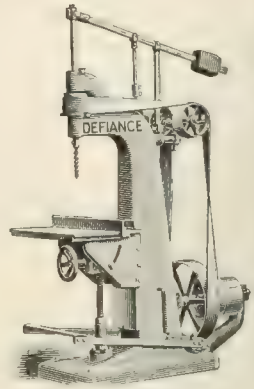
DEFIANCE

WOOD=WORKING MACHINES

THE IMPRINT OF SATISFACTION



No. 4 Band Ripping Saw



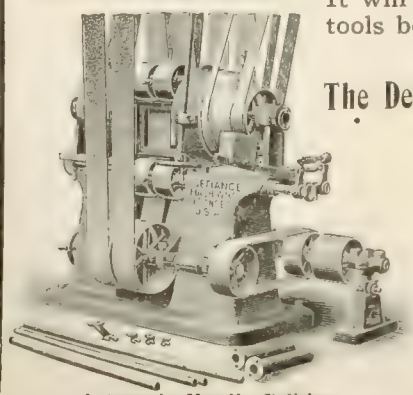
No. 6 Vertical Borer

They offer the greatest amount of work with the least operative expenditure. The uniformity with which they perform their work cannot be excelled, from the heaviest down to the most delicate.

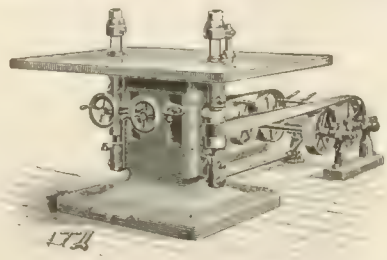
It will pay you to look into the advantages of DEFIANCE tools before placing your orders.

A Postal from you will bring our catalog and prices

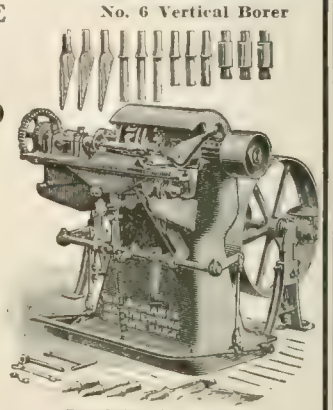
The Defiance Machine Works, 414 Perry St., Defiance, Ohio



Automatic Handle Polisher



No. 4 Double Spindle Shaper



Insulator Pin Lathe

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

The Maley, Thompson & Moffett Co.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER LUMBER CO.
GENERAL OFFICES AND YARDS:
Winton Place, Cincinnati, Ohio
Branch: MEMPHIS, TENN.
Manufacturers and Wholesalers of Quartered and Plain
Red and White Oak, Ash, Poplar, Chestnut, Gum
and all Southern Hardwoods
SHIPMENTS DIRECT FROM OUR OWN YARDS AND MILLS
SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio
We Can Make You an Attractive Price on the Following:
153 M ft. 4/4 1s & 2s Cottonwood, 6" & up—30% 13" & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6" to 12", 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20" to 21", bone dry.
6 M ft. 4/4 Panel Cottonwood, 22" to 26", bone dry.

CINCINNATI

THE GATEWAY OF THE SOUTH

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This statement was made (not for publication) by a leading hardwood dealer of the leading hardwood market, Louisville. It is typical of the attitude of those who are engaged in the business of making and selling hardwood lumber in this market.

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We know LUMBER, we know BUYERS, we know SELLERS — Let us know YOU

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DRY—Good lengths and widths
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YELLOW POPLAR
All grades and thicknesses.

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2 Cars 4/4x16" and wider 1s and 2s

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3 Cars 4/4 No. 2 Com. Qtd. W. Oak.
2 Cars 6/4 Com. and Bet. Qtd. Red Oak.
1 Car 8/4 Com. and Bet. Qtd. Red Oak.
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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Editorial Comment

General Market Conditions

Reports from the chief hardwood consuming centers of the country indicate a slight tendency on the part of big buyers to feel their way rather slowly in the face of advancing prices, preferring to buy as they have been doing—to meet their immediate requirements rather than to take chances. This sentiment, however, seems to be really the result of cautious buying rather than of any general distrust of the advance. There is no question but that the general shortage justifies a reasonable advance in the standard grades of hardwoods and that the trade as a whole will stand firm for what advances have already been made. It would do well, however, before boosting prices any higher, to consider fully the possible effect of such action on the market in general. There is every reason to suppose that a considerable amount of hardwood lumber will come in in the late summer, and reports from the South indicate that the smaller mills are already shipping stock to the yard trade.

In some instances stock sheets show that southern mills have more dry plain oak, both red and white, on hand than a month ago. In fact in a few cases the price of this stock has been shaded somewhat. There seems to be a fairly general strengthening of quartered oak, although the situation is still comparatively weak. A decided decrease in the cut of northern basswood will insure a continued firm price, and a strong demand for this line of stock. Birch and maple will undoubtedly continue as strong factors in the market. There is a considerable added strength to the demand for wide poplar, while the poorer grades are continuing in active request. Low grades of cottonwood and gum are also selling actively.

Pending advances in ocean freight rates from southern shipping points, the export trade is stimulated to great activity in that section, with the view of getting shipments under way as quickly as possible in order to take advantage of present rates. Export trade generally is favorably spoken of.

Numerous failures in the East would indicate that it behooves the eastern trade to move rather cautiously. Stocks in that section are short, but the general condition of the market seems to be about on a parallel with other consuming districts.

Indications from the larger markets in which are located the furniture and various other wood-working factories, point to a continued laxity in demand for those commodities, while favorable building reports from many sections would justify the belief that the building trade will continue as an active consuming factor in the hardwood business. The same can be said of railroad construction and repair work, and the devastation caused by the southern floods has also afforded a market for a considerable amount of construction material.

A fairly general level of prices and demand is prophesied during the summer.

Possibilities in South America

The United States has always been notoriously slow in grasping its share of commerce from an undeveloped territory or from countries which are in the process of development. It has seemingly been the preference of American manufacturers to wait until foreign competitors had established a stronghold on such trade, and then go in and by main force wrest it from them. This policy undoubtedly furnished an enjoyable little commercial scrap occasionally, but it is doubtful, from an economic point of view, if it is a policy working in the best interests of American industries.

Of the various industrial groups in this country, the lumber interests have perhaps been among the laggards in taking up foreign trade. It is indeed gratifying to note that reports from South America indicate a phenomenal gain in the South American export trade during the fiscal year ending with June, and it is further gratifying to note that this increase is particularly true in the exports of lumber.

Lumber exports to Argentina, in the ten months ending with last April, amounted to $5,750,000, against an export value of but $4,000,000 for the corresponding period the year before. The balance of the South American trade aggregated over three million dollars against two million of the same period a year ago. The total value of all exports from the United States to South America ten years ago aggregated $38,000,000; five years ago $82,000,000 and in the current year will probably aggregate about $135,000,000, an increase of 250 per cent in a decade.

While the bulk of the lumber shipped from this country to South American ports is undoubtedly for building purposes, it is reasonable to believe that this will serve as an entree for a great many other types of American lumber. There is no question but that South

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JUN 3 1912

American forests contain a vast amount of timber suitable for purposes to which our hardwoods are put, but the fact remains that these forests are practically unexploited, and that there are really no facilities for manufacturing lumber. On the other hand there are equally poor facilities for the remanufacture of such hardwood lumber as will be bought, and it seems that in order to create a considerable market among South American cities, it would be necessary to first stimulate the manufacture of various articles consuming hardwood lumber in those countries. It will probably be a long time before native grown timber is cut in sufficient quantities to fill the local demand in this type of remanufacture, and it seems that the South American market should offer attractive inducements to the shipper of American hardwoods.

Anti-Boycott Decision

A question of grave importance to manufacturers in all lines, and one which at times has assumed a serious aspect, is that of the boycotting policy of the trade unions as applied to certain houses consuming non-union-made goods. Consumers of lumber in various forms have been heavy sufferers in this direction, particularly in the northern states, and it is gratifying to note that the sentiment, as expressed by a recent court ruling, is decidedly against the boycott campaign.

The Supreme court of New York state recently took a decided step in the direction of overthrowing the boycott privileges of the unions by rendering a permanent injunction against the boycott in favor of a large millwork dealer of Brooklyn. The case has been in the courts for two or three years, and is of far-reaching importance in the matter of open shop principles as applied to door and millwork throughout the country. It carefully defines the protection to which manufacturers and builders are entitled, in the premises.

In this instance the injunction was issued against business agents of the United Brotherhood of Carpenters and Joiners of America and the Amalgamated Order of Carpenters and Joiners of America in favor of the Brooklyn concern. As a result of a petition by the millwork house, a temporary injunction was granted some time ago, and the next hearing before the court was to establish the validity of the injunction. The second hearing was held in January, 1911, and as a result the injunction was continued. A little later the appellate division of the Supreme court unanimously sustained the decision, and the injunction was continued, pending final trial. The latter trial opened in a special term of the Supreme court of Kings county in January, 1912, and after a complete hearing, the court took the case under advisement, ultimately rendering the decision as before mentioned.

UNSOLICITED TESTIMONIAL

John B. Ransom & Co.

Manufacturers of

Hardwood Lumber

Nashville, Tenn., 5/27/12.

Mr. H. H. Gibson,
Hardwood Record,
Chicago, Ill.

My Dear Mr. Gibson:

Believing it is far better to scatter a few posies before the time when the best we can say is, "Doesn't he look natural," we wish to compliment you on the "meat" contained in the last issue of HARDWOOD RECORD, which to us is the best number that has ever come to our desk.

Please send additional copies to the names below, charging to our account.

Yours truly,
JOHN B. RANSOM & CO.,
E. Bartholomew, Sales Manager.

Scottish Timber Conditions

A consular report from Glasgow, Scotland, contends that the timber trade in the west of Scotland during 1911, although an improvement over the two preceding years, did not come up to the expectations for the year. The chief contributing factors were the continued depression in the house building trade and the scarcity of orders for and low prices of furniture and other wooden products. The demand for ship-building material was steady, but the demand from pattern makers and wagon and carriage builders was but modest.

Russia and Canada seemed to have a strong hold on the timber business in Glasgow, Russia promising to be a serious competitor to the Canadians. Conditions militating against the Canadian trade would also have a tendency to injure the American export business to the Scottish ports. As an instance, Russian points have a lower freight rate to Clyde ports than does Quebec, and consequently the high price of some Canadian woods has made their importation impossible.

There seems to be a continued improvement in the demand for oak logs over that of previous years, and the ship-building trade is showing a strong demand for pitch pine and teak.

Birch is attaining a strong favor among Scottish consumers by reason of its reasonable price and extreme utility. A rise in price is anticipated. An increased consumption has been shown in mahogany and plain oak, with a general weakening in the market for walnut, quartered oak and ash.

Edison Talks on Waste

Thomas A. Edison recently returned from a visit to German factories of various kinds, where he made some interesting observations in comparing the intensive German methods with the record-breaking ideas of our industrial leaders. Mr. Edison's assertion that in Germany "work is mixed with brains" strikes the keynote of the sentiment of his statement, the meaning being that the German manufacturer, instead of striving to turn out the "most" or the "biggest" of anything, concentrates his attention on thoroughness regarding both quality of product and complete utilization in by-product. As an instance of the latter is cited the great Badesch Chemical Works, where two hundred research workers are constantly engaged on investigation resulting in the continual discovery of new chemicals.

It is of course an obvious fact that industrial America, as compared with industrial Germany, is but an infant. Industries in Germany had attained importance when in this country they were unborn. The goal toward which the American manufacturer has been striving is bigness. He has had a vast country with a great and growing population to supply. He has been blessed with an abundance of raw material at comparatively low cost. In short, the exigencies of the situation in which he found himself demanded that he skim the cream off of what was before him, and leave the milk to waste. Therein lies the essential difference. Where an American manufacturer has considered the enormous waste of raw material as both natural and necessary, the Germans admit neither, but turn the milk into a profit by thorough and systematic methods.

Granting the obvious fact that this difference does exist, it is interesting to note probable causes. As before observed, the American manufacturer caters to an entirely different market than the German. Probably the fundamental cause is the much higher cost of raw material to the Germans. In no line is this fact more strikingly evident than in the products of the forest. American lumbermen are dumfounded at the prices realized for stumpage in Germany. It naturally follows that with the high price of this raw material and with iron bound government protection, the German is going to realize commensurate prices for his product. A further deduction is that he will do all in his power to perpetuate his business by perpetuating his supply of raw material. Inasmuch as his product is worth the effort and expenditure, that is precisely what he is doing. His method is twofold. The last possible pfennig of profit is gotten out of logs in

lumber and by-products, thus decreasing the amount of timber to be cut and the total cost of raw material; and his cut-over lands are replanted to replenish the stock.

There is no use in contending that the time is ripe in this country for the application of any such intensive methods in the lumber business. However, on the other hand, a great many lumber manufacturers here are hiding behind the plea that lumber isn't worth enough to warrant even moderately close utilization, and are losing in waste a great many dollars that ought to go in as profit. The correctness of this is shown in the successful operation, in a number of instances, of plants looking to the manufacture of by-products from the sawmill operations. The increasing interest in which this subject is being discussed at various lumber association meetings would indicate that it is at last commanding the serious attention of the lumber trade.

It is a significant fact that what little utilization of by-products and application of modern forestry exists in this country, is in connection with large establishments where a small return is satisfactory from an industry whose absence would means an actual loss. Activity in this direction has been confined principally to northern states.

With allowances for present conditions, it behooves the American sawmill man not to live too contentedly in the present, for the very conditions that make possible the advanced state of utilization in Germany, are slowly but surely coming here. He should embrace every opportunity to prepare himself. The proverbial American ingenuity and resourcefulness will undoubtedly be capable of meeting the changing conditions as they advance, only they should be met at least half way.

Wooden Packages Required

American exporters of various commodities have always been notoriously lax in the character of the packages in which they ship their products. With the introduction of the fiber package, a great many exporters eagerly seized this opportunity of lowering the cost of containers and cutting off an item of weight at the same time. That this policy is reacting to their detriment is evidenced by a report from a consular officer in Martinique, in the French West Indies, who states that the manufacturers and exporters of cereals and other food stuffs intended for tropical countries should change the materials of the containers in which such goods are packed if they desire to hold their trade in that territory. Fiber containers have been found to be entirely inadequate to meet the severe conditions to which they are subjected in the humid countries of the tropics. The multitude of insects in that region soon find access to such containers as fiber packages, and render the contents absolutely worthless.

Merchants in the tropical countries in a great many cases have given up carrying certain lines of American products because they were unable to keep them in fit condition when packed in fiber containers.

The consular report referred to is certainly a strike in the interests of the wooden box manufacturers, but the subject is so obviously one which is of vital importance to the exporters of the commodities in question that they should be able to see beyond the slight additional expense involved. The advantage gained through such conditions should be pushed to the utmost by the advocates of the wooden box.

Regarding the Veneer Business

It is becoming more and more evident to close observers connected with the manufacture of veneers and panels that rapidly changing conditions governing that industry demand a complete revolution in methods. One of the most serious questions which veneer manufacturers must face, and one which occupies considerable attention at all veneer meetings, is that of log supply. An article in this issue of HARDWOOD RECORD on the intelligent buying of veneer logs, gives an accurate summary of some of the ridiculous transactions which the veneer manufacturer is forced to compete.

It is an evident fact that there is absolutely no chance for either the veneer or the lumber manufacturer to cut down the cost of production by reducing the cost of supplies or labor. Accepting this as a fact, there seems but one outlet, namely, increasing efficiency in operation and sales, and a closer organization whereby the purchasers of logs on the open market will be enabled to get their product at more nearly a reasonable price.

The question of efficiency is occupying the close attention of manufacturers in every line, but it is only within the last few years that it has received any serious attention, as a general thing, on the part of manufacturers of forest products. The opportunities for cutting down expenses by more comprehensive organizations, insuring uniform methods by closer watching of waste, and by more intelligent marketing of products is unlimited. It is gratifying to note the sentiment in this direction, which is becoming more evident at every gathering of manufacturers of veneers, panels and hardwood lumber.

The Legality of Printed Conditions

The question of the binding power of printed conditions on letterheads, unless appearing between the salutation and the conclusion of the letter, has been the subject of dispute for a long time. There seems to be no specific ruling in this direction to conclusively settle this point. The concensus of opinion, however, among both legal and business men would indicate that, in order to make the terms of sale binding upon the purchaser, such conditions must be printed somewhere between the salutation and the conclusion of the letter.

With a view of getting a comprehensive expression of opinion regarding this question, Secretary Doster of the Hardwood Manufacturers' Association of the United States, has conducted from his Cincinnati offices, by means of letter, a canvass among the members of the association. The invariable reply was that terms of sale were not considered of any moment unless actually printed within the body of the letter. Numerous schemes for incorporating the conditions in this manner were suggested, some concerns having the conditions so printed as to form the first sentence of the letter, and it is the usual custom to have the type of printing conform as much as possible to that used in a typewriter.

The question seemed to be not whether this should be considered part of a contract if not appearing in the body of the letter, but rather whether a just claim can be made that the purchaser could not without effort see the printed conditions at the head of the letter.

A recent court decision in Missouri upholds a buyer in a suit to recover damage for breach of contract based on misinterpretation of terms of sale. The seller's terms were two per cent for cash if remitted ten days from date of invoice. The buyer understood date of invoice to refer to date of receipt of car, and deducted two per cent though not paying within ten days of shipment. The settlement was accepted but further shipments under the contract were refused.

Still at It

The propagandists of California still go merrily along their way, distributing information of various types and character tending to lure the innocent investor into spending his money with the prospect of becoming immediately and enormously wealthy through the cultivation of eucalyptus. The significant fact still remains, however, that a practical demonstration of the feasibility of growing eucalyptus commercially is not yet in evidence, and cannot be for the simple reason that the so-called industry is really just starting. It is an evident fact that such literature as has been gotten out is based entirely on a supposition that the alluring facts published will prove up in actuality.

HARDWOOD RECORD is just in receipt of an urgent communication from a eucalyptus investment company of Los Angeles, which is very much along the lines of similar literature emanating from these sources during the past few years. The communication contains the usual information showing the remarkable growth of the trees, and would convey to the prospective investor the impression that all that is necessary is for him to send a check to the extent of his investment and the trees will immediately sprout and as they climb drop dollars as easily and constantly as a maple tree drops leaves on a cold autumn day.

Pert, Pertinent and Impertinent

What of the Morrow

What of the morrow? Will night's darkness break,
That now holds sway o'er earth's unnumbered throng?
Will man his place beside his brother take
And in ranks firmly welded march along?
Will some great light shine in upon the mind
So that all social prejudice shall end,
That we all men shall at one table find,
And brotherhood make worthier the friend?

What of the morrow? Will its brightness throw
O'er all distinctions an illuming wave,
That on the earth we shall no longer know
A lordly master or a menial slave?

Will fair to-morrow's light so flood the heart
That each shall to his brother duty own,
And each one do with willing hands his part
And only reap where he himself has sown?

What of the morrow? Will it come and go
As these that darkly through the past have thronged,
Or will it bring to mortal man below
The light for which the centuries have longed?

The light that, bursting in upon our souls,
Transcends the brightness of the noonday sun,
And all our thoughts and acts alike controls,
Making the nations of the earth as one?

—*Thomas F. Porter in the Boston Globe.*

IS ANYONE SORRY?



No More Big Times Until Next Year

Some Financier

"He's one of our most successful financiers."

"That so? I didn't know he was rich."

"He isn't. But he's supporting a family of five on $12 a week."—*Detroit Free Press.*

Lost to Shame

"Bearson says his ultimate desire is to be a United States senator."

"When a man gets so much money as he has he doesn't care what kind of a life he leads."—*Life.*

Slow and Sure

Mabel—"Yes, my grandpa has reachd the age of 96. Isn't it wonderful?"

Willie—"Wonderful nothin'! Look at the time it's taken him to do it."—*Boston Evening Transcript.*

Wanted to Get Her Money Back

Conductor—"You should wait until the car stops, madam."

Fair Passenger—"That's all you know about it; I have an accident policy that hasn't paid me a cent yet."

No Ceremony

Guest (in backwoods hotel)—"Say, my good woman, how do you serve here, a la carte or table d'hote?"

Proprietress—"Well, er-er, mister, it's like this we jes' puts the stuff on a tray an' totes it in."—*Evening Sun.*

It's easier to mix religion with business than it is to mix politics with religion.



N. J. G. VAN KEULEN

GRAND RAPIDS, MICH.

Builders of Lumber History

NUMBER CXVIII

N. J. G. VAN KEULEN

(See Portrait Supplement)

N. J. G. Van Keulen of the Van Keulen & Winchester Lumber Company, Grand Rapids, Mich., was born in the province of Zeeland in Holland on February 2, 1864. The notable achievements of the man and his eminent success in the lumber business are all the more remarkable when it is considered that he not only came from a family not possessed of very much of the worldly goods, but that he was denied the privilege of spending his first few years in school, and took up his residence in a strange land at the early age of sixteen. Mr. Van Keulen went to school when a young boy in Holland, but after coming to this country did not have an opportunity to attend day school, but entered immediately into the problem of making a livelihood for himself and mother. He set about immediately to acquire a knowledge of the English language, and to accomplish this took up a course of study at night, and did a great deal of reading. The consequence was that he soon became a master of English. At this time it occurred to Mr. Van Keulen that the knowledge of Latin and Greek might help in his study of English. His insight into the dead languages which he thus acquired gave to him the idea that he might possibly take up a professional career. This thought gradually budded into a full-grown determination to be a medical man, and with this end in view Mr. Van Keulen applied himself diligently to the hard work of acquiring an education outside of working hours, but the task became too severe, and he consequently entered into his present business.

Mr. Van Keulen's father died when he was an infant. When he and his mother came to this country they immediately located in Grand Rapids, Mich., where on May 4, thirty-two years ago, the present head of the Van Keulen & Winchester Lumber Company started with the Phoenix Furniture Company in the finishing room. He was always imbued with the desire to see as deeply as possible into the reasons for any process, and his ability soon attracted attention. It was not long before he was given an opportunity of learning the cabinet-making business. In this line he was busy for seven years, and while there built up the foundation for his present successful commercial career. It is probably his close knowledge of the lumber requirements of the furniture business that has been responsible for Mr. Van Keulen's success in catering to that line of trade. But while he was busy in the factory, he realized the importance of obtaining a commercial training, and decided that a course in a commercial college was about the only opportunity open for him. He was always ambitious and thrifty, and accumulated sufficient money to carry him through such a course. Consequently at the age of twenty-three he enrolled in a commercial college in Grand Rapids, and gave up his employment with the furniture company for a year. At the end of that time he was offered a position in the lumber office of Mead & Co., of Grand Rapids as bookkeeper. Here his knowledge of lumber demonstrated its value to him immediately. He was with this concern for two or three years in this capacity, and in 1891 took a position with the Dennis Brothers Lumber Company as bookkeeper and general office manager. Mr. Van Keulen worked in this capacity for ten years, gradually accumulating responsibility and experience.

On January 1, 1902, Mr. Van Keulen with George Wilkinson started the Van Keulen-Wilkinson Lumber Company, a partnership, for the purpose of jobbing hardwoods. The enterprise was highly successful from its inception and Mr. Van Keulen now has customers who started with him at that time. In December, 1903, W. C. Winchester, George Wilkinson and Mr. Van Keulen incorporated, the latter assuming complete active control. This combination was as eminently successful as the former partnership, and continued a rapid and uninterrupted growth. Mr. Wilkinson died in 1910, and later the other two bought out his interest. In December, 1910, the style was changed to the Van Keulen & Winchester Lumber Company, under which style the present business is conducted. The magnitude and scope of Mr. Van Keulen's lumber interests can be readily appreciated by those well conversant with the lumber business in Grand Rapids. The company has always followed a policy of catering closely to the exact requirements of its trade, and in doing this has made some extremely valuable mill connections. In 1910 the company leased a large circular mill at Buckley, Mich., which plant cuts from thirty to thirty-five thousand feet of lumber a day. The company also had a mill at Falmouth, which it has operated for several years, and another in the upper peninsula of Michigan, above Manistique. The policy has always been to acquire manufacturing interests whenever this could be accomplished under favorable circumstances. It has further been the policy of the company to keep cleaned up on its timber and to buy to meet requirements rather than to tie up any considerable amount of cash in timber holdings.

The company disposes of from five to six million feet of its own stock annually, and also wholesales a large amount of hardwoods outside of this. A good deal of the trade is in hard maple and beech, although everything in northern hardwoods is handled. It has never been the policy of Mr. Van Keulen's interests to handle much stock from southern mills, although at times they do job more or less oak and gum lumber. The business has always been run on an extremely conservative basis and it is a significant fact that in proportion to the size of its operations, the Van Keulen & Winchester Lumber Company probably has borrowed less than any other business of its size in the city.

In a large measure the success of the enterprise in which Mr. Van Keulen has been associated is traceable to his personal intimacy with the requirements of the trade to which he sells. He has entire active charge of all affairs of the company, and is widely known as a man capable of disposing of hardwood lumber in large lots where nobody else has a shadow of a chance.

Mr. Van Keulen is an enthusiastic automobilist, and like many other lumbermen is extremely fond of his home life. He recently erected a fine new residence on North College avenue in the high class residence section of Grand Rapids, and in this he has installed throughout quartered oak trim.

Mr. Van Keulen was married twenty years ago. The couple have one daughter who is now a freshman at Ann Arbor, and another daughter eight years old. He is a member of the Peninsular Club, of the Elks and also of the Knickerbocker Society of Grand Rapids.

Making Wood Sections

There appear with an article in this issue of HARDWOOD RECORD three illustrations of cross sections of wood magnified fifty diameters. The process by which this is accomplished is known as photomicrography. Photomicrographs are made from very thin sections, cut with a sliding microtome especially constructed for sectioning wood. Small blocks, one-quarter-of-an-inch square, cut from green material or from the interior of dry pieces, are used. The faces of the blocks should represent sections as nearly cross, radial and tangential as possible. In the lighter woods it is customary to soften the blocks by boiling in water until thoroughly saturated. In the harder woods the process is made easier by placing the blocks in a solution of a hydrofluoric acid for a period of from ten days to three weeks. After removal from the acid they are washed and put in glycerine for several days, when they are ready for sectioning.

Veneer and Panel Men Meet

The semi-annual meeting of the National Veneer and Panel Manufacturers' Association was opened the morning of June 11 at the Auditorium hotel, Chicago. President Jarrell opened the meeting by stating that Chicago seemed to offer a more logical meeting place owing to its central location, and to the fact that a great many of the members could transact business here while attending the meeting. It has always been the experience of the association that meetings in Chicago bring out a gratifying attendance.

The reading of the minutes of the previous meeting was dispensed with, and the secretary then called the roll, after which he read a number of communications from various absent members of the association.

In his address President Jarrell touched upon the effect of the extreme weather conditions in the South as well as in the North on the veneer business. He said that many mills located on rivers in the low places were completely closed for several months, although the majority of them are again in operation. Mills not directly affected by the high water were shut down by lack of logs due to the inundated condition of the timbered areas from which they get the timber. As a consequence the output during the last six months, of veneer mills manufacturing poplar, gum and oak, according to the president, has been fifty per cent below normal. This condition has been true of the South, but the severe weather in the North rather facilitated logging in that section. As a consequence northern mills have not had the same conditions to meet. President Jarrell prophesied a good business for veneer and panel manufacturers in spite of the unrest in the political world.

The speaker urged all manufacturers of veneers and panels to join their respective clubs, outlining the accomplishments of those bodies during the past six months. He contended that loyal attendance at association meetings is just as important to the veneer and panel manufacturer as is close attention to the mechanical end of his business.

In speaking of the growth of the membership, President Jarrell said that the work of the membership committee is necessarily confined to the association meetings, as the prospective members are extremely scattered, and proposed that some special method for acquiring a greater membership be adopted in order to build up the association to the proper proportions.

Secretary Defebaugh then stated some of the advantages of organization in business, maintaining that without associations business men are isolated. He pleaded for a greater interest in the veneer and panel association, contending that those who derived the most benefits should be most earnest in their solicitation of greater membership and greater interest. Secretary Defebaugh touched upon the question of waste and voiced the opinion that it represents fully thirty-three per cent of the total.

In speaking of values he pointed out that prices in hardwoods and other lines have shown quite an advance in price, and that it behooves the veneer manufacturers to get all the money possible out of their product. A return of thirty-three per cent on a gross investment, the speaker stated, was not at all out of proportion to what should be realized, although there are a great many people willing to do business on a much less rate. In speaking of some of the leaks wherein the profit is eaten up by unsystematic cost accounting methods, the speaker pointed out the fact that in a good many cases manufacturers do not charge a salary to themselves equivalent to what they would have to pay a manager. A thirty-three per cent profit would represent when figured down probably about sixteen per cent on an investment of from $50,000 to $75,000.

He further said that the veneer business is a long ways from the millennium, and that manufacturers are too busy with their own affairs to really give the broad phases of the business the consideration which they warrant. He deplored the tendency of certain members to not render their support to the association work because of their imagining that the veneer club to which they belong had not accomplished what it should. This type, the secretary contended, is usually represented by the people who are willing to sit at home and reap all the benefit but are unwilling to devote any time or attention to actual accomplishments in the interests of the trade at large.

Secretary Defebaugh then continued to point out many of the admirable benefits to be derived from association work, contending that co-operation among the veneer and panel manufacturers would tend to militate against the practice of over-production at a loss, and that by co-operation the members of the association could keep their production somewhere within the bounds of reason during the dull season. He further contended that it would influence members against buying trade; it would suggest co-operative methods with competitors when buying timber, thus preventing the ridiculous conditions which now prevail in the timber market; it will guarantee an exchange among the membership of the many new ideas in connection with running business, and will encourage the members to appreciate their own industry.

Secretary Defebaugh said that when business is dull and stocks are large, the old practice of taking on orders at cost or less is an advantage to the industry in that it educates some consumers to the use of veneers and panels, but he maintained that there has been a sufficiency of this type of education in the last eighteen months, and that the present volume of sales should be about up to normal. Under present conditions of sales conditions and prices, the veneer manufacturers should not forget to check up on the cost phase of their business, to watch their waste pile, and to see that they are getting a commensurate price for their product.

The report of the treasurer showed a balance on hand of $49.50, and in addition the association has accounts receivable amounting to $797.50.

George S. Wood of Chicago outlined the progress of the forest products exposition movement. Mr. Wood showed that a great deal of work had been accomplished, and that the project is rapidly assuming definite shape. The specific date for opening the exposition in the Coliseum has not yet been set, but it will probably be held in the early fall.

H. B. Sale of the Hoffman Brothers Company, Ft. Wayne, Ind., then read a paper on "The Intelligent Purchase of Logs and Flitches," which appears in full elsewhere in this issue.

This was followed by a paper by E. V. Knight of the New Albany Veneering Works, New Albany, Ind., entitled "The Advantages of Built-up Stock over Solid Stock in the Manufacture of Furniture and Case Goods." Mr. Knight's paper shows original and valuable thoughts, and is also reproduced in full elsewhere in this issue.

In discussing the possible benefits to be gotten from a talk such as Mr. Knight's, it was suggested that it would be a good idea to get copies of it in the hands of as many lumber dealers as possible all over the country, so that through them it would reach the consumers. With this idea in mind, it was voted to appropriate $100 for this purpose.

In opening the afternoon session, President Jarrell introduced U. S. Epperson of Kansas City, manager of the Lumbermen's Underwriting Alliance. Mr. Epperson explained to the members the workings of the inter-insurance plan, and its adaptability to veneer plants. His talk appears in full elsewhere in this issue.

The committee on uniform cost accounting, having not yet arrived at definite conclusions in this matter, asked to have the question rest over to the next annual meeting of the association, and promised to make a full report at that time.

The membership committee reported five new members since the last meeting.

Following the report of the membership committee, President

Jarrell introduced a general discussion of the present and immediate future of the veneer trade. The consensus of opinion was optimistic regarding present business, and favorable regarding the immediate outlook of the trade. It was admitted that there are conditions confronting the veneer trade—such as cost of logs and difficulty of maintaining uniform prices—which will probably become more serious as time goes on, but it was held that these conditions will merely effect a more efficient system of manufacture and sales, inasmuch as competition will be closer.

In reporting for the advertising committee, Chairman Defebaugh deplored the lack of funds to carry on any general advertising campaign. He pointed out the absolute uselessness of spending money for advertising without an adequate follow-up system. The plan of advertising on any scale, the speaker suggested, should deal with specific woods and should be confined to showing the particular advantages of the different kinds of woods—each in its turn. It was recommended by the committee that a series of pamphlets, designed to show the advantages of built-up stock in furniture, be issued to furniture dealers, and that the one hundred dollars already appropriated should be utilized in this direction. The report of the advertising committee concluded the regular business of the association, and it then adjourned.



A False Ideal



A panel manufacturer who has done a good deal of missionary work among the piano trade, and who has found that those in that line in most cases are less responsive than others to the arguments which are made in favor of having glued-up stock manufactured outside the factory by a specialist in that branch, has come to an interesting conclusion regarding the reasons for this attitude.

It is that the manufacturers—that is, some of them—don't want to save money in the production of their goods.

That probably sounds peculiar to the average lumberman and panel manufacturer, but the logic of the situation is in favor of the member of the trade referred to. He has the facts.

He visited a piano manufacturer some time ago and talked to him with the idea of selling him some built-up stock. This particular factory, by the way, turns out a well-known instrument, and one which sells for a considerably higher price than the average.

"No," was the imperturbable response to all arguments of the panel man along the line of getting better results, eliminating the possibility of loss through imperfect work in his own shop, convenience in operation through the reduction in equipment and labor expense for operating the glue-room, and all other effective appeals which have resulted in the panel industry making great headway among consumers of veneers. "No, we lay all our own veneers. We are not interested in what you have to say. We don't intend to change our methods, which we have been using for many years. We are successful, and we see no reason for altering a winning combination."

Those were not the exact words of the piano expert, but that was the general tenor of his remarks. He made it perfectly plain to the panel man that the latter couldn't get any business there if he offered to sell his goods at cost, less a five per cent discount for cash.

A little later on, the same panel man—who seems to be a pretty lively traveler, something on the order of the chief executive of the U. S. A.—was in another plant, where the general manager is a man of ideas and ability. He is in charge of a comparatively new property, and is marketing a piano that is not nearly so well known as many of its competitors. Consequently he is not overlooking any chances to cut down producing costs, so as to be able to sell his product at a comparatively low price, and also to enable a sufficient margin to be made to provide funds for aggressive sales and advertising efforts.

This plant is equipped with a lot of modern devices which are particularly advantageous in saving labor. All holes are bored by electrically operated drills, screws being driven in the same manner. As there is a lot of work of this kind on a piano, the factory turns out its quota with a much smaller number of men than is required to manufacture the same quantity of goods in the other factory.

It so happens that these two plants are connected financially, the same interests controlling the stock of both concerns. It was in this connection that the head of the older house, whose ideas on the subject were referred to above, visited the newer plant, which is run by the young, aggressive manager who likes to save money where he can by the adoption of better methods and the elimination of needless labor.

He looked over the equipment and watched the men boring holes and driving screws rapidly and efficiently with the aid of electrically driven appliances. He seemed interested, but not particularly impressed, although in his own plant those operations are being done by hand, just as they were done when the first piano built in the factory was turned out.

Finally he said, in an effort to show proper appreciation, "Oh, that's all very well for you; but of course we don't need to do that in our plant."

Do you get it?

What the piano man meant was that his margin of profit on his well-known, well-liked instrument, backed by the accumulated good-will of several generations of use, was so great that it was not necessary or even desirable that such picayunish economies as saving a few dollars per instrument in the matter of labor be striven for. Probably, if he had elucidated the idea, he would have taken the ground that it would be undignified to go to all that trouble in the case of his beloved product, and that the factory which was compelled to descend so far from artistic ideals evidently had little to offer in the way of a musical instrument that would appeal to the souls of real lovers of art.

That, of course, made it plain why he did not care to have any panel work done on the outside, even though to do so would result in getting better work and in saving some money. He really preferred to do the work by the most laborious process imaginable, as though this adherence to the standards of those who had started the business necessarily meant that the quality which they had put into the piano would be maintained. Such reasoning, of course, does not stand analysis, but it exists in spite of its lack of logic, because those who believe in such ideas have back of them years of unbroken success and financial prosperity. Their answer is irrefutable, for it is based on a plethoric bank account which has resulted from their methods of operating the business.

However, to hark back to the factory where the new idea is not rejected merely because it happens to be new, the general manager is buying some glued-up work and is pleased with it. Close calculation has shown that he will be able to increase his output, with the same investment, to a considerable extent by buying more of his veneered work from those who devote their time and energy to its production. Therefore, it is safe to assume that he will continue to increase his purchases from the panel man who has been serving him, and will ultimately have most of his work of that character produced outside his own factory.

But the other man—no chance. He'll go on using up as much time and putting as much labor and expense, needlessly, into his instrument as possible, just as long as the public will continue to pay the fat price he charges them for it. It has quality and class, without question; but not because of the antiquated methods which are used in its manufacture.

Intelligent Log Purchase

Editor's Note

The question of log cost, both to veneer and to hardwood lumber manufacturers, is of constantly increasing importance with the depletion of virgin forests. The accompanying article, read by H. B. Sale of the Hoffman Brothers Company, Ft. Wayne, Ind., before the National Veneer & Panel Manufacturers' Association in convention at the Auditorium Hotel, Chicago, recently, gave some valuable suggestions on this subject.

The subject assigned me, like all the others on our program, and all subjects generally at this stage of the veneer business, is one demanding a great deal of thought and careful study. It has been said, during the history of this organization on several occasions, "When business is poor we don't have much trouble in getting the members together, for they are all trying to learn how low the prices can be made by competitors, and still see them stay above the water. When business is good we are all too busy to care what the other fellow is doing or to attend meetings."

Business, I believe you will all admit, is now good as far as volume is concerned, but I am of the opinion that the better we can weld our relations without becoming a trust or violating the laws of our commonwealth, the better off we will all be in the near future as well as permanently.



H. B. SALE, FORT WAYNE, IND.

In attempting to treat this subject intelligently, and I think the program committee assumed a great deal in assigning me a subject with that word intelligently incorporated in it, I hardly know which is of the most importance, the adoption of a comprehensive, simple cost accounting system, or the intelligent purchase of our raw material, for by the use of a good cost accounting system I believe all veneer manufacturers would soon revert to more careful purchase of the raw material.

It seems to me the vital point in our purchase of raw material, which we should ever have before us, is that our raw material is very unlike that of other businesses, in that it is not being refined or becoming better by careful processes of cultivation or manufacture, but on the contrary is becoming poorer by a gradual reduction of our forest area. We are all no doubt going back to timber tracts and taking trees that we would have left for firewood five, ten or twenty years ago. The result is that either our percentage of flitches or veneer wood from logs, on the average, is decreasing very rapidly, or the quality of our product is decreasing. This not only applies to quartered white oak but to all of our domestic hardwoods. White oak trees suitable for veneer purposes are, generally speaking, a very small percentage of our native forest growth, and as the forests become less dense, the quality will necessarily become less suitable, in accordance with the standard of quality of the present time. The rate of growth of a tree in an open stand is more rapid diametrically than in a close stand and the tree is more apt to be limby. It is, hence, less desirable.

With these few points before us, and the very important point of the difficulty of raising prices on our veneer staring us in the face, would it not be well for every manufacturer of veneer to base well his standard of value when working up the timber buyer's estimate for a price on trees? We all know by long bitter years of experience that logs above the first or second cut of a tree, depending, of course, on the length and size of the tree, density of the forest, etc., are not as valuable as the wood closer to the ground, and though they may be smooth bodied are nevertheless defective. Therefore the price on the upper cuts should not be that of the butt or second cuts, for they are nothing other than lumber logs, and their product will bring only lumber prices. We are all familiar with our cost of manufacture, but how many of us know just what the cost of our raw material is, when it is ready to cut into veneer? I refer now primarily to those of us who manufacture from the trees. For those reasons a standard base price for the different cuts of the tree, established by the experience we have had in the past, will go a long way toward eliminating vicious competition for timber.

Recently I had an experience that you all no doubt have had many times, which impressed me very deeply. The wood was white oak. The trees were estimated by several timber buyers to have 105,000 feet of good logs running from 20 to 40 inches, mostly 24 to 30, for which the party who purchased them paid $8,000, which price the party who sold them admitted to one of our timber buyers was $1,000 higher than the next highest bidder, and a man who had offered $7,000 had a mill within ten or fifteen miles of the trees, whereas the purchaser was said to be a Chicago veneer man who was to ship the logs to a sawmill, then reship the flitches to his veneer factory. For my part I can't see how he can do anything but lose money on that deal, and even should he get his money back, would he have paid that amount of money for that little bunch of timber if he had based his price on experience?

The day of guessing what the other fellow is going to bid and then adding a liberal amount so as to be sure to be above the other fellow, should be banished into the past.

In the matter of flitches, we have eliminated the vast source of chance from our buying to a large extent, and we are not so near to buying a "pig in a poke." The quality, texture of wood and figure are largely laid bare for our inspection, but here too an intelligent basis will help to make our business profitable. I am of the opinion that the best basis for prices on flitches is that fixed by actual width and not that based on averages. By this I mean so much for each width or range of widths, such as 6 to 7½, 8 to 9½, 10 to 11½, etc., depending on the prices we can obtain for our product.

I said at the beginning of this paper that business is good, but shall not we all now profit by former experiences? For instance, the demand for poplar panels some two or three years ago by the automobile trade, of which wood this trade uses very little today, advanced the price of poplar in the tree from a reasonably moderate price to an abnormal price which has not decreased since to anything like what it should have, price of veneers and lumber of that wood taken into account. We should not allow the farmer, who is without organization or even a price list, to force us to butt our heads against one another and pay him prices for timber that neither the price of our product nor necessity demands.

The National Chamber of Commerce

The movement to create a National Chamber of Commerce has received nation-wide attention, and it begins to appear as though it would culminate, in the near future, in the organization of such a body. A bill providing for such an incorporation has been recently introduced in the House of Representatives, and the measure was later approved at a meeting of the executive board of the organization. The lumber trade was well represented among the incorporators by Everett G. Griggs of Tacoma, Wash.; J. N. Neil of Portland, Ore., and A. C. Dickson.

An Ideal Meeting Place

In picking Asheville, N. C., as the next annual meeting place of Hoo-Hoo, which convenes on July 18, 19 and 20, the supreme nine certainly made an excellent selection. Situated in the heart of "the land of the sky," Asheville offers numerous and unique advantages. It is impossible to describe adequately the beauties of the surrounding country. One must visit the Asheville territory before being able to comprehend the marvelous scenery surrounding it. The climate of the city is such that it offers equally attractive inducements as a summer as well as a winter resort, and anyone dreading going South in the middle of July, need have no fears as to the temperature. It will undoubtedly be cooler there than in a great many of the northern cities.

Elaborate arrangements are being made to take care of visiting Hoo-Hoos. The city of Asheville and surrounding country offer many natural features unequalled for pleasurable entertainment. It is ideal in every respect for outdoor recreation, and everything is being done to enable the visitors to enjoy themselves to the utmost during every minute of their trip.

One of the most interesting features of the Asheville district is the model village of Biltmore. This village is on the estate of George W. Vanderbilt, who years ago selected that site for the founding of his vast estate, which is now famous the world over. It is said that in selecting his location, Mr. Vanderbilt had experts touring the world with the idea of locating the place combining the most natural advantages. After a vast amount of work, the territory now occupied by his extensive estate was finally selected. The two accompanying illustrations will give an idea of the character of the country. One shows a typical street in the town of Biltmore, and the other gives a glimpse of the character of the beautiful mountainous country surrounding the city.

The visitors should not fail to take the ride through the Biltmore estate, passing through the sumptuous grounds on which are grown every known species of hardwood that would thrive there, and viewing the palatial home of Mr. Vanderbilt. There is nothing in the country like this structure from a standpoint of beauty. Its location is ideal, and it is said that in order to make the proper foundations to the house, the entire side of the hill was cut away and dumped into the valley. It should be borne in mind in riding through the estate that a great deal of the tree-covered area seen there has been planted in the last twenty years, under the supervision of an expert forester.



MT. MITCHELL, 6711 FEET, NEAR ASHEVILLE.

Besides the ride through the Biltmore estate there are other rides of equal attractiveness, such as the drive to the famous Mountains Meadows Inn, located several miles outside of Asheville. It is also planned to take a trip to the famous Lake Toxaway, situated in the heart of the sapphire country. This trip will be of a day's duration, and will be made by train. The exquisite beauties of this section are famous the world over. Lake Toxaway itself is of considerable extent and offers excellent facilities for bathing, rowing and motor-boat rides. The fishing enthusiast will find opportunity for recreation with his rod. There is an unusually good hotel at one end of the lake and good saddle and carriage horses can be obtained from the barns. There are numerous horseback and carriage rides which offer a multitude of attractive features. In fact the country so abounds in beautiful drives that it would take a month to see them all.

Those stopping at the Battery Park Hotel will find themselves in the midst of beauty galore. From the porch of the hotel the entire valley of the French Broad river is overlooked, and at sundown it is indeed a pleasing sight.

The innumerable beauties of "the land of the sky" are so incomparable that it is difficult to attempt to describe them.

It is said that a person once visiting there never misses going back at the first opportunity. The only way to appreciate that country is to see it.



VILLAGE LANE IN THE MODEL VILLAGE OF BILTMORE, ASHEVILLE, N. C.

Advantages of Built Up Stock

Editor's Note

The appended paper was read before the recent convention of the National Veneer & Panel Manufacturers' Association, held at the Auditorium hotel, Chicago, by E. V. Knight of the New Albany Veneering Company, New Albany, Ind. It may be said that this paper marks the beginning of an effort to insure the market for veneered panels as against substitutes.

Some few years ago the average buyer of furniture seemed to believe that "veneered furniture" was synonymous for "cheap furniture," and that only furniture made of all solid stock represented quality and value.

Investigation proves, however, that just the reverse is true, and that in the very finest furniture manufactured veneered stock is used. As the best proof of this statement, we ask those who may be inclined to doubt it, to examine closely pieces of antique furniture, furniture manufactured a hundred, or two or three hundred years ago. Is it solid or is it veneered? In almost every instance we believe the investigator will find that the tops, fronts, end panels, posts and frames—in fact, nearly all of those parts where durability, reliability and a beautiful effect as to color and figure are required—are veneered.



E. V. KNIGHT, NEW ALBANY, IND.

The question may be asked why veneering should be used when, according to the common understanding, solid stock is so far superior. The reason in part is that solid stock, built up into furniture with dowels, glue joints, mortises, etc., would never stand the test of time for the following reasons: All woods are subject to changes from heat and cold and moisture variations, which cause contraction and expansion; all solid woods have a tendency to take up moisture, then dry out again, eventually causing the glue joints to open, the dowels to come loose, the mortises to shrink, which results in the falling apart of that particular piece of furniture.

Not so with veneered or built up stock, which is made three, five and, in some instances, seven ply, each ply being so crossed and laid contra-wise to the ply next to it, that there are no joints to shrink and come open. For the benefit of those who may not understand what multiple-ply stock is, we beg to explain that each top, front, panel, etc., going into veneered furniture is glued up with different and separate plies of wood, each ply of which is laid at right angles to the one next to it.

For example: In veneering a 5-ply top for a dresser, sideboard or table, say a 48"x24" top, a piece of veneer 49" long and 25" wide is first laid lengthwise; next a cross veneer 25" long by 48" wide, covered on each side with glue, is put on; then the core or center 49" long by 25" wide is laid on the cross veneer. On the core is laid another cross veneer 49" long by 25" wide, covered on each side with glue, and then is laid the last or face veneer, with the grain running the 49" way.

The entire top is then put under hydraulic pressure and remains there until the glue has thoroughly set. This operation usually requires from twenty-four to forty-eight hours, and makes the entire five plies as one solid piece of wood, except that because of the cross plies it is impossible to split a 5-ply veneered top with an axe, and the same is true also of a thin $\frac{3}{16}$" or ¼" 3-ply panel. Each ply being laid contrawise to the one next to it, makes a strong, reinforced lamination with fully as much strength and resistance against splitting as will be found in a piece of solid wood of from one to one and a half inch thickness.

So much for strength and durability; now for beauty of figure and uniformity of color.

In using solid stock it is impossible to select all the pieces that go to make up a piece of furniture of the same figure, color and texture, for the reason that, in sawing thick lumber, no effort is made to keep the boards together, and in the average car of rough lumber may be a lot of from one to two thousand or more different boards, cut from a hundred or more different trees, each tree probably grown in a different kind of soil, each soil growing wood of different texture and figure.

How about veneers? Let us take, for instance, our native white oak and the process of manufacturing it into quartered oak veneers.

First, from a whole tract of timber are selected only those trees which show tall, straight, unblemished trunks of large and even growth. These trees are felled, cut into logs, taken to the mill, where each log is cut into halves, each half into quarters and each quarter into eighths, great care being taken to divide the quarters exactly. Each log thus produces eight flitches. Then from the eighth of a log each side is cut until the desired figure is shown; a twenty-four inch log making flitches eight inches wide; a twenty-six inch log, ten inches wide; and a thirty-six inch log, flitches fifteen inches in width. Thus it is readily understood that there is much waste in sawing flitches for high-grade veneers. A properly sawn flitch should be cut from 2½" to 3" thick.

Next the flitches are taken to the veneer mill to be cut into veneers. A veneer saw is composed of fourteen segments and is ground very thin so there will be the least possible waste in sawing. The segments are fastened with counter sunk screws to heavy iron flanges or discs, making the complete saw about seventy-two inches in diameter.

The veneers are cut to the thicknesses desired, the standard thickness in oak being 1/20 inch to 1/16, though for special work thicker stock is often used.

Each sheet or piece of veneer is numbered as it comes from the veneer saw, and all pieces of each flitch are kept together in the exact order in which they are sawn.

After being sawn, the flitches are taken to the dry-kiln, and when thoroughly kiln-dried, all sheets are inspected, measured, and the entire number of pieces of each flitch tied together just as they came from the saw, and are then ready for the manufacturer of veneered tops, panels, etc.

Now a word as regards the selection of veneers and the proper handling and care of same preparatory to gluing up into tops and panels.

All veneers should be carefully selected for their color and texture, as well as for figure, as many well figured veneers are unfit for use in the manufacture of high-grade built-up stock, because of, first: A soft, spongy texture, which has a tendency to take up too much color in staining and looks flat under the finish, and second: Because of alternation of smooth, hard streaks with streaks of a softer texture, which veneer shows light and dark streaks after staining and is quite as undesirable as the soft, spongy woods.

At one time, in quartered oak especially, the demand was for a large splashy figure, though at this writing we find a number of furniture manufacturers, especially those who make the better grades of furniture, who call for a more modest display of figure, and who are paying more attention to color and texture. This, we believe, should be the first requirement in veneers used in building up furniture tops, panels, etc., as beyond question the

most artistic results are obtained from veneer of a good even figure and texture rather than from the large splashy figured stock, which looks as though the figure was put on with a whitewash brush and then allowed to spread.

Besides the quartered oak, there is a very considerable demand for mahogany, red gum, curly birch, birdseye maple and Circassian walnut. The latter wood, we believe, is advancing steadily in favor for use in the higher grades of furniture, and each succeeding season finds more of it being made into veneer and sold all over the United States. Red gum is also becoming very popular and in the quartered cut stock especially some beautiful and artistic effects are obtained. Many concerns manufacturing high-grade furniture only are making up designs, especially in bedroom suites, which sell at fully as high prices as do the oak, mahogany and other fancy woods.

After the selection of veneers for color, texture, figure, etc., comes the process of getting ready for the glue room.

Knowing the tendency of veneers to absorb moisture while in bulk, not only in the fancy woods, but also the cheap rotary cut stock which is used for cross banding, backs, etc., great care should be taken to see that such stock is kept in a uniformly dry place, and we would advise in addition that all veneer stock be carefully re-dried before it is glued up into the finished top or panel.

In the plant of the New Albany Veneering Company at New Albany, Ind., all veneers are kept in a brick and concrete building, in which is located a Sturtevant heating and drying system, which system eliminates from this department all dampness which might otherwise accumulate. In addition to this, each separate sheet of veneer for each order is carefully re-dried in a Proctor girt conveyor dryer, so that there is no possibility of damp or green stock being used. It is the use of such stock which is usually the cause of blisters, loose veneers, open joints, etc.

In the case of the face veneer stock, which is kept together in flitches, the entire flitch is laid on an inspection table and each sheet is carefully remeasured and re-inspected and then cut to the required lengths for the different orders. They are then taken to the clipping machine and all defects, including sap and plain edges, are clipped off; after which the stock is ready for the re-drying machine. From the dryer it is taken to the veneer jointer and the edges of each sheet jointed; then to another clipper where it is cut to the correct widths for the particular order for which it is finally glued; then to the matching table, where all sheets of veneer are perfectly matched for both figure and color.

Now it is ready for the splicing or taping machine. This machine splices two or more sheets together with gummed paper tape, making an almost invisible joint, thus giving the finished top the appearance of being built up from one solid piece of wood.

After this operation is completed, the veneer is taken to the glue room, where the edges of each taped joint are glued together on a special gluing machine, thus preventing absolutely open joints or hair lines, which are otherwise sometimes apparent in veneered work. After the process of gluing the joints, the veneer is glued on the different plies as previously explained.

After remaining in the veneer presses for from twenty-four to forty-eight hours, the pressure is released, the tops or panels taken out and stacked up with inch strips between each top and panel, so placed as to hold the stock entirely flat and straight, and the stock is allowed to remain on sticks long enough to thoroughly dry out the glue moisture, after which the stock is taken from the sticks, placed on trucks and is then ready for the dimension saws. From the dimension saws, it progresses to the triple drum sanders, then to the belt sanders, after which it is ready for the packing room.

In this department an expert veneer man makes the final inspection, and if the stock shows up perfect as to matching, gluing and the other details of manufacture, both the tops and panels are carefully crated with the faces together, all edges covered, and in this condition are shipped to the furniture manufacturer who cuts and moulds the tops to the particular shape desired, places them on a dresser, sideboard, table or whatever piece of furniture they are made for, and after being resanded and polished with very fine paper, this last operation usually being done by hand, the entire piece of furniture is ready for the finishing room.

From the finishing room it goes to the stock room, then to the packing room, and finally to the dealer, who in turn sells it to his customer, for whose benefit and information this article is written. When he or she considers and ponders carefully the multitudinous and various methods of manufacture through which the different parts of a veneered top, panel, glass frame or drawer front must pass, a fuller appreciation of the following fact will be gained: That veneered furniture costs more, lasts longer and is more beautiful in every particular than is furniture made from solid stock, with this proviso, of course, that the veneering is done in a plant fully and especially equipped for this kind of work, and that the process of manufacture is carried on by competent and experienced labor, and that all materials, such as glue, veneer, lumber, etc., are carefully selected and properly prepared before being built up into the finished article.

The World's Forests

According to an article by Dr. Clerget in the Journal of the Paris Geological Society, there are about 3,751,000,000 acres of forests on the face of the earth. In other words, about one-fourth the total land surface of the globe is wooded. Of the various nations, Canada stands foremost as to total forested area, containing about 798,000,000 acres of forest. This represents a greater acreage than is possessed in wooded land by all of Europe, and in fact covers about one-third of the area of Canada. In Europe and Asia three-fourths of the forested area lies in Russia and Scandinavia. Finland contains the greatest acreage of wood lands, one-half of its area being covered with trees. Of the great area of the Russian Empire, 518,900,000 acres are wooded. After Russia follows Scandinavia with a wooded acreage of 49,400,000 and then Germany with approximately 35,000,000 acres. Austria and Hungary together have a total wood acreage of 39,500,000 acres, while France has but 2,410,000 acres. Spain and Italy have practically destroyed their forests, much to their permanent injury. India has the vast area of 123,500,000 acres under forest cover, while in the comparatively small area of the Japanese Empire, 56,830,000 acres are wooded.

Forests as Climate Regulators

As the forests absorb the rainfall and gradually give out the moisture thus absorbed, they prevent the humus or fertile part of the soil from being washed away; and in a great measure also prevent the occurrence of sudden rainfalls which might tear away whole mountain sides. We forget, usually, one occurrence which assists the regulative action of the forests—the fact that great quantities of water are gradually given back by them into the atmosphere by simple evaporation. The disappearance of brooks and other small streams has often been accounted for by the disturbance of the balance between evaporation and rainfall, caused by the clearing of the forests for the purpose of cultivating ordinary crops and erecting buildings.

The Revue Scientifique has some interesting statistics in this respect. It figures out that in ten hours one hectare of maize with thirty plants to the square meter will give out by evaporation 36,000 kilograms of water. Reduced to British units, this means approximately that one acre with 12,000 stalks of Indian corn will evaporate in ten hours about three and one-quarter net tons of water. One hectare of beech forest, 115 years old, exhales, according to Hoevel, about thirty gross tons of water daily; this would be about 26,500 pounds per day per acre. An oak tree with 700,000 leaves delivers to the air, by evaporation, about 138 gross tons of water in six months.

These few figures are sufficient to show what an influence the forests have in regulating the climate.

Increasing Kiln Capacity

A large tight barrel manufacturing concern has recently evolved an idea which may be applicable to the hardwood and consuming trades. It is offered merely as a suggestion, and with the knowledge that there are some apparent weaknesses of the plan which practice may show to constitute insurmountable obstacles. The plan, in short, is to cut stock to size before, instead of after, kiln-drying, so that the process of drying may be hastened and the efficiency of the drier increased.

In the case referred to, the barrel man has found it rather inconvenient to put a lot of stock through the kiln and then after tying up his drying equipment with this material for a couple of weeks, to find that some of it has to be thrown out for use in another direction, because it is not of the proper grade for the job in hand; and also that by cutting to size and planing, a good deal is taken off so that the material actually used is much less in volume than that which occupied space in the dry-kiln. His idea is to dry the staves only after sorting, cutting and planing, in order to make the kiln do one hundred per cent of work.

Some of the points which apply to the cooperage business do not affect the ordinary factory using lumber, nor the hardwood mill which does much cutting up. The main consideration—that of making the kiln-space more effective—is one worth going into, however, in view of the expense of operating a kiln, and the fact that steam costs money. Certainly there is no use in wasting drying efficiency if it can be profitably employed.

The obvious objection to the plan of cutting to dimensions before drying is that if any defect is caused by checking or splitting, the piece is ruined for that particular use. To meet this possibility by leaving sufficient margin would, in the first place, require the stock to be reworked, and thus do away with any advantage which had been gained; and in the second, would increase the proportion of waste, which, in most plants, is great enough as it is.

It appears, therefore, that if the plan is used, the material would have to be cut to the exact size required plus an allowance for shrinkage. In order to prevent losses through checking or cracking, more care would be required in drying. Perhaps this would not be such a bad thing after all, for it is certain that the operation of most dry-kilns is not attended by what might be called scientific exactness. Most users of lumber know about how long it takes to dry lumber only in an approximate way. Usually no exact figures are available, and of course allowance has to be made for the condition of the wood at the time it is put into the kiln.

If the possibility of loss were present, and the superintendent knew that his drying had to be done properly in order to prevent damage, it is likely that greater care would be used in determining the proper methods of drying, and in avoiding the harmful developments which at present mark much drying of lumber. Nobody wants to make the process any more difficult than it is, and it is therefore certain that if the drying of dimension stock were accompanied by extreme difficulty, this consideration alone would be sufficient to cause the plan to be rejected.

Undoubtedly, however, dressed stock dries more rapidly than rough lumber. Planing it, before preparing it for use in the factory, removes the surface which has gradually hardened because of air seasoning or from being kiln-dried at the mill, which makes drying a slow process. If the surface had been gone over before the final stay in the kiln, the warm air would get to all pores of the wood more rapidly, and the moisture would be driven out in a fraction of the time required under ordinary conditions. In the cooperage plant referred to, experiments have shown that the saving in time on this account amounts to fully one-third.

Right along the same line is the question of case-hardening. This is usually the result of partial drying previous to being placed in the dry-kiln. By reason of the first process, the portion of the wood near the surface had dried out, and the interior had remained as moist as before. Shoving it into the dry-kiln in this condition, especially if the operator is not conservative in the matter of temperature, has a tendency to complete the drying process, as far as the surface wood is concerned, leaving the remainder as unseasoned as before, and making results extremely unsatisfactory. There seems to be good reason to believe that if the lumber were dressed before being dried, and the surface so opened as to make access to the pores of the wood certain, the chances of honey-combing or case-hardening would be greatly lessened.

There is a wood-worker in an Ohio valley city who uses beech. Everybody who has ever handled this material knows how hard it is to dry. In this case especially thick stock is used, and the manufacturer was wont to fill the atmosphere with sulphuric exhalations because he was tied up more frequently than he would have liked by reason of slow drying of his material. It may be mentioned incidentally that his kiln was a little weak in construction, though that is not the point. The problem of getting that beech into shape in quicker time was discussed many times by the manufacturer and his assistant, and no one seemed to be able to get farther than the suggestion that a new kiln be installed. This did not appear to be practicable, as far as the manufacturer was concerned, so they had to find the answer at the other end of the proposition.

Finally a lumberman who had bad experience with beech suggested that it be worked first and then dried. This, he pointed out, would expose fresh surfaces for the percolation of the heat, while the fact that it dried slowly anyway made the danger of splitting less prominent than it might have been with other woods or thinner stock. The idea was seized with the eagerness with which the proverbial drowning man catches a straw. It was tried, and has succeeded. The manufacturer unloads his lumber from the car right into the factory, as he usually buys it for immediate use, and rips and saws it to the exact sizes required by the line of goods he is putting out. Then, at first with fear and trembling, and later with more confidence, he puts it into his dry-kiln.

The latter is rather old and leaky, and consequently the temperature is never excessive. The drying process is as slow, comparatively, as the most extreme might require. The consequence is that there has been little trouble experienced from damaged stock due to too rapid drying, and when the material has been in the kiln the proper length of time, which is of course much less than when it is dried without having been dressed previously, it is ready to be finished and to go into place in the goods. In few cases has it failed to give satisfaction.

Absolute loss in case of checking in the kiln would be suffered only in the case of small sizes, which could not be reworked into something else; the larger pieces could be cut down to the smaller dimensions used and thus the loss held to a minimum. But of course if experience suggested that there would be a good deal of splitting or checking, it would not be wise to attempt the plan.

There are some consumers of lumber who carry no stocks on their yards whatever. The tendency to leave the seasoning of the stock to the lumberman, and to trust to the dry-kiln to cure whatever defects of this kind are still in evidence, is growing, and will continue to exist as long as the consumer can get his lumber with reasonable facility when he is in the market for it. The fact that the smaller furniture factory, especially, dislikes to tie up much capital in lumber, and buys for immediate consumption, means, again, that greater reliance is placed on the dry-kiln than in the past. This suggests two things: That the maximum efficiency is required of the kiln, and that the greatest possible care be given to the stock which goes into the drier.

These two conditions seem to be met by the method of putting the stock through the first stages of manufacture, at least, before drying. The manufacturer who is in a hurry to use his stock can thus do part of the work on the lumber without waiting for the

over-burdened dry kiln to get it in condition; and the latter can get stock through and ready for finishing so much more rapidly that an appreciably larger amount of lumber would be handled. Since the consumer referred to does no air-drying of his own, he must use his kiln properly if he is not to spoil his lumber; so that the accurate methods required where dressed stock is dried would fit well into the demands of the situation.

Allowance would have to be made in drying for the shrinkage caused from this process; but as this is known pretty accurately, there would not be such difficulty here as sanding would not take care of. As stated, the general idea looks as if it had possibilities, and the only question is whether the practical difficulties in the way of its adoption are not too great. The plan is at all events worth considering.

Cell Structure of Oak and Gum

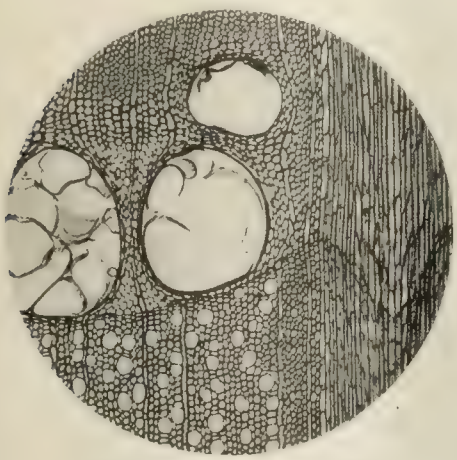
There are so many species of oaks described botanically, and there is such a myriad of common names applied to each species locally, that the proper identification and classification of oak lumber is practically an impossibility, except by the most expert. All the oaks, however, can be grouped broadly under two headings, each fairly easy to distinguish. The method of identification is based on the arrangement of the pores in the two groups, and is one which can be readily applied by anyone who is fairly familiar with lumber, with the aid of an ordinary hand-glass. Broadly speaking, there are two groups of oaks described from wood characteristics, namely, the white oak and the red or black oak. Under each one of these is a vast number of species growing in the different localities. In fact the variations in the same species, growing in different sections under different soils and topographical conditions, are so marked as to be decidedly confusing to anyone but the expert. However, for practical purposes the classification mentioned, namely, the grouping under either red or white oak, is all that is necessary commercially, as all oak lumber is sold under one of these headings. Therefore this article will attempt to show fundamental differences in the structure of the two groups.

The accompanying photographs illustrate three kinds of wood—white oak, red oak and red gum, in the order named. The photographs are enlarged by fifty diameters by what is known as photomicography. The specimens were taken from typical species of the different groups; *quercus alba*, the real white oak; *quercus rubra*, the real red oak, and *liquidamber styraciflua*, the red gum. Before showing the essential differences, it would perhaps be well to explain the structure as shown in the accompanying photographs.

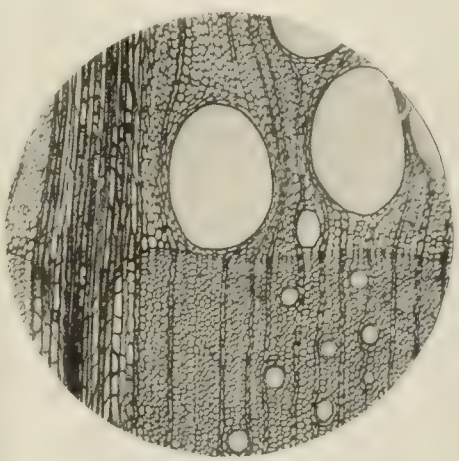
The picture on the left is the white oak. In it will be seen three large openings apparently more or less broken, surrounded by innumerable cells of uniform size. Just below the two largest of these openings will be seen a dark irregular line, below which appear numerous smaller openings scattered fairly evenly in the wood. On the right of the circle is shown a darker section, apparently made of lines running vertically in the picture. The same characteristics can be seen in the second picture, the red oak, in which the three large openings are apparently free, while the smaller openings are much less numerous, less crowded and apparently of a larger size than the same openings in the white oak. The dark section appears on the left of this circle.

The three large openings in each section are in what is known as the spring wood. This is the section of growth of the tree, which is put on during the fast development in the spring months. At this time there is an active movement of sap, which requires larger vessels to carry it. These large pores form a distinct ring that gradually becomes smaller, running into what is known as the summer wood, which is shown in the bottom of each circle. Here are found distinct pores of smaller size which run up to the dark line running across each picture, known as the annual ring. These lines form the line of demarkation of the year's growth. The dark, apparently solid streaks on the right side of the white oak and on the left side of the red oak section, are what are botanically known as the pith or medullary rays. They are what form the splash or figure in quartered oak.

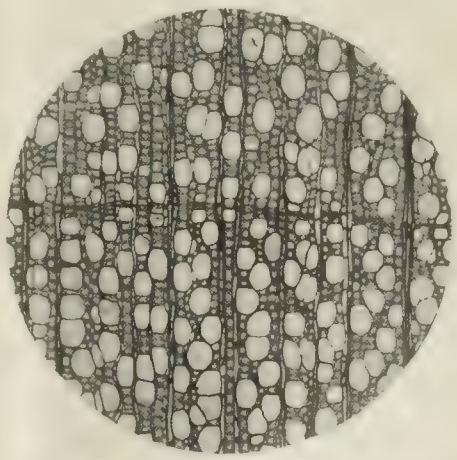
The two groups of oaks can be readily distinguished by the manner in which the small pores in the summer wood are distributed. In the white oak, as will be seen at the left, the pores are very fine and numerous and crowded in the outer part of the summer wood. Considering that the center of the log from which this cross section is taken lies well below the picture as it appears herewith, it will be seen that the outer part of the summer wood is directly below the dark line running across the circle. As will be seen in the other cut, the pores in the summer wood of the black or red oak are larger, fewer in number, and mostly isolated. Another essential difference in the structure of the two groups is in the length of the segments of the pores. In other words, a thin cross section of red oak would admit of the free passage of air or moisture through it. This is readily seen from the large pores which apparently are entirely unobstructed in the red oak. A cross section of white oak of equal thickness would probably be marked by a considerable obstruction of the pores. This can be seen plainly in the cut to the left, representing the typical white oak cross section. It is common knowledge that, generally speaking, red oak lumber is more porous than white oak lumber. This is attributable to the two facts mentioned, namely,



WHITE OAK (*QUERCUS ALBA*)



RED OAK (*QUERCUS RUBRA*)



RED GUM (*LIQUIDAMBAR STYRACIFLUA*)

CROSS SECTIONS MAGNIFIED FIFTY DIAMETERS

that there are less obstructions in the pores in the spring wood of the red oak than in that of the white oak, while in the summer wood the pores are larger, although less numerous, and hence admit of freer excess of air and moisture. Two typical specimens of the wood can be fairly readily distinguished by the naked eye, but when one is considering species that are not typical, it becomes necessary to use a magnifying glass to work out the identification along the lines suggested. In attempting to do this, it is necessary to make as clean a cut as possible, using a sharp knife in order not to compress the fibers, thus obscuring their appearance. If the specimen to be identified is in the form of a board, the identification must be done at the end, shaving down the rough surface until it presents a smooth appearance, revealing two or three segments of the rings. Of course due allowance must be made for the region in which the tree grows, as the pores will be much larger in southern red oak, for instance, than in red oak from Wisconsin or even from the states midway between. The same is true of white oak. Mountain oak is of course much denser than the oak grown in the lowlands in which there is an excess of moisture. To become sure of one's judgment as to the proper classification of the oaks, it requires considerable experience, and, as suggested, proper judgment of the variations resulting from different environments, but there is no reason why anybody fairly familiar with trees cannot, with an ordinary magnifying glass, arrive at the correct conclusion in practically every case regarding the proper commercial classification of oak lumber. It is necessary to bear in mind merely the two essential differences, namely, the smaller size and the greater number and congestion of the small pores in the summer wood of the white oak as compared with a more scattered arrangement, and considerably larger size, and fewer number of small pores in the summer wood of the red oak; and, secondly, to ascertain whether or not the large spring pores are fairly free as in the red oak, or are obstructed as in the white oak.

The most typical species of the white oak group is the true white oak (*Quercus alba*), of which the best growth is in the bottoms along the Ohio river, and on the western slopes of the southern Alleghenies. The other important lumber species are post oak (*Quercus minor*), growing the best in the Mississippi basin; burr oak (*Quercus macrocarpa*), best in southern Indiana and Illinois; over-cup oak (*Quercus lyrata*), best growth in the Red river valley, Louisiana; swamp white oak (*Quercus platanoides*), best in western New York and northern Ohio; cow oak (*Quercus michauxii*), best in lower Mississippi valley; chestnut oak (*Quercus prinus*), typical appalachian growth; yellow oak (*Quercus acuminata*), best in southern Indiana.

The true red oak (*Quercus rubra*) typifies the red or black oak group. The other lumber producing species are red oak (*Quercus texana*), in Mississippi bottoms; scarlet oak (*Quercus coccinea*), an eastern species; turkey oak (*Quercus catesbœi*), on the coast region of Georgia and South Carolina; finger oak (*Quercus digitata*), dry hills of south Atlantic and Gulf states.

The third cut shown represents a typical cross section of red gum. It will be seen that the physical characteristics of this wood are radically different from those of the oaks. To begin with the essential difference is the grouping of the pores. In other words, while the oaks come under what are known as ring-porous woods, the gum is decidedly a diffuse-porous wood. This means that while, in the group represented by the oaks, there is a decided difference in the size of the cells in the spring and summer wood, thus forming distinct rings of each kind of wood, in the other group the pores in both spring and summer wood are about the same size, and are evenly distributed and reveal no distinct line. It is undoubtedly for this reason that red gum contains the excellent physical qualities which it does. The arrangement of this type eliminates alternate hard and soft rings, and makes the entire bulk of the wood of an even soft texture, easily worked. In scientific classification, red gum is found first under diffuse-porous woods, and the next classification shows that the pores are minute or indistinct, and neither conspicuously larger or more numerous in the spring wood and are well distributed. The next step in the key shows that there are no board pith rays present, meaning that the wood will not show the splash, as seen in quarter-sawed oak. The pith rays are small but quite distinct. The wood is soft and the pores crowded, occupying nearly all the space between the pith rays. In the engraving of the gum, the pith rays are represented by the dark lines running vertically between the rows of pores. The engraving also distinctly reveals the crowding of the pores, as mentioned. The color of the sap-wood is grayish and of the heart-wood light to a dark reddish brown. No one familiar with gum will need any explanation of the terms sap-wood, and heart-wood, which represent sap gum and red gum commercially.

This wood has met with such a distinctly favorable reception wherever it has been introduced that it is commanding the attention of every manufacturer of southern hardwoods. The remarkable phase of the development of this tree species commercially is that its use has been confined in this country to but a very few years. Long before it was taken seriously in the United States, it was consumed in considerable quantities abroad, going under the name of satin walnut, a name which it still holds in that trade. The chief reason for the disdain with which it was regarded but a few years ago, is probably the fact that the proper methods of drying it, in order to secure good results, were not understood by manufacturers. As a consequence we hear the ridiculous stories aimed at the unusual warping and twisting qualities of red gum lumber. Instances are heard of the gum having jumped over a nine-foot fence in the course of the night after having been piled fresh from the saw. Various other tales emanating from a more or less well developed imagination have been heard making light of the commercial possibilities of gum, but these stories are a thing of the past and by proper experimentation, the drying of gum lumber has become altogether successful. A gum manufacturer can now guarantee his trade that he will give to it a product just as straight and free from warp and twist as the manufacturer of any of the other more widely known woods. Furthermore, he can give them a wood with a really beautiful figure, one in which are shown markings of variable and in some instances intricate and beautiful patterns. The wood, finished in its native state, in some cases defies the expert to distinguish it from high-priced Circassian walnut. It readily lends itself to stains to represent mahogany, and in a good many cases it is stained to a rich brown, in which case its similarity to Circassian walnut is astonishing. A vast amount of gum stumpage is still growing in this country.

It is marketed as red gum and sap gum, representing respectively, as before stated, the heart and the sap of the tree. Of these the red gum is probably considered the more desirable of the two, but it is a fact that sap gum is a wood admirably fitted for a great many uses in which more expensive woods are now employed. It is well adapted as a basis for white enamel finish in colonial houses, because of its close grain and smoothness under paint. For this use it is regarded by some better than all other woods. When used in imitation of such effects as mission, it will be found that sap gum lends itself to stain, and holds its color without fading. It seems to possess unusual lasting qualities when exposed to the air. Because of its good bending properties, it is being introduced into the manufacture of automobiles and carriage bodies.

It is absolutely necessary, in order to secure satisfactory results, that the drying of sap gum be thoroughly carried out by a scientific drying process, and for this reason it is safe to buy it only from such concerns as have specialized in this particular. It must be properly air-dried and kiln-dried before being offered for sale.

The same is true of red gum. The utilization of this part of the tree, however, is confined to different lines than sap gum. It is used more for interior finish, in both finished and natural state, and stained to imitate other woods, such as mahogany or Circassian walnut. It has come into extensive use in the manufacture of high-grade furniture, any anybody who has seen a bed-room suite made of red gum finished to show its own beautiful figure, will admit the unusual merit of the wood for the purpose.

It has a distinct adaptability for veneers and lumber for various uses, requiring lasting qualities, ability to stay where put, strength combined with softness of texture, beauty of figure, ability to cut with little waste, and finally and most important, cheapness.

Inter-Insurance

Editor's Note

The proper insurance of sawmill and wood-working plants has always been an expensive proposition, but with the introduction of inter-insurance, this cost has been cut down materially. The workings of this system are described in the accompanying paper, read by U. S. Epperson of Kansas City, Mo., at the semi-annual meeting of the National Veneer & Panel Manufacturers' Association held in Chicago recently.

I have just consented to act as a substitute and therefore am not prepared with a set speech on the subject of "Fire Insurance." I hardly know just where to begin, as the subject is so important and far-reaching, and much prefer that this matter take the form of a discussion, and I shall be glad to answer to the best of my ability any questions that may be asked.



U. S. EPPERSON, KANSAS CITY, MO.

Fire insurance has become one of those necessary adjuncts to manufacturing and commerce. It must be taken into account in all trades. Many of you, I know, feel that your insurance rates are exorbitant, and you may be right. You also may be wrong. I confess that I am not personally very familiar with veneer and panel plants. The Lumbermen's Underwriting Alliance extends insurance to a few of them, but I do not recall having personally gone through more than one or two plants.

It is all-important that the insurance shall be sound so that if a loss occurs, it will be honestly paid. The plan known as inter-insurance, if administered by a manager of integrity who is qualified by experience as a safe insurance man, produces the soundest, safest and cheapest fire insurance known. The first or basic cost of insurance of any kind is the loss. In fire insurance it is the loss or damage by fire that constitutes the first and necessary item of cost that can not be avoided and must be met. The only way to minimize this first cost is to improve the hazards, to do good-housekeeping; and exercise great care against fire.

The second item of necessary expense is the cost of administering and operating the insurance medium. These two items taken together constitute the necessary or fundamental cost of all insurance, including fire.

Stock companies—Lloyds' and all other plans of insurance—incur this unavoidable basic cost. In all forms of insurance, if successful and sound, the money to provide for losses, expenses and profits, must of necessity be furnished by the policy carriers in the form of premiums. If the premiums are inadequate to meet the losses and expenses, then the stock company would lose money. If the premiums are more than adequate to meet these items, then the stock company makes and retains a profit. No one wants an unsound house. Therefore as just previously explained the policy carrier, in order to hold a sound and valid policy, must pay for it such a price as will enable the company to meet its losses as they occur. Since this obligation rests upon policy carriers only, there can be no argument against the adoption by them of a simpler plan of a direct exchange of indemnity, thus cutting out the profit to others and all unnecessary expenses.

I can best explain to you the meaning of inter-insurance by describing as briefly as possible the manner in which it is conducted by the Lumbermen's Underwriting Alliance. Policy carriers are at all times interchanging indemnity with each other and are doing it on an equitable basis, as you will see as I proceed. The manner of operating the Alliance is exceedingly simple. The policies are of the usual New York standard form, containing the same contract features as those of the stock companies. When a fire occurs the loss is adjusted in the usual manner, and there is taken from our books what we call "an apportionment sheet," that is, a list of all policies in force and in effect at the time of the fire, together with the annual premium on each. (The stock companies call this a premium, but we call it a premium deposit because the money is placed and carried to the credit of the policy carrier who remits it.)

Now, to illustrate the cost to each policy holder of his share of a given fire, we will assume that the loss to be paid is $100,000 and that the total annual premium on live policies in existence at the time of the fire is $500,000. This means that twenty per cent of the annual premiums is necessary to pay the loss. Therefore a levy of twenty per cent of each participant's annual premium money is made, which aggregates the sum sufficient to meet the obligation. By this method all inequalities of hazard as well as of the amounts of insurance carried by each are equalized at the settlement of each fire loss.

It is important that the manner of apportioning the fire losses shall be eminently fair so that one policy carrier will not be made to contribute more than his fair share of a given loss. The plan of the Alliance, which I have just described, meets all of the demands of fairness and parity among participants.

Our plan further reduces the cost of fire insurance by reducing the fire losses. This is done by a system of regular, thorough and rigid inspection. We suggest to hundreds of owners of plants the removal of fire-breeding conditions, and improvements that will reduce the hazard, thereby reducing the cost of the insurance. Considering that we can not get away from the first or fundamental cost of insurance, the thing to do from an economical standpoint is to reduce the fires by proper precautions and thus reduce the necessary item of first cost.

I think I have now made it plain to you that since inter-insurance, conducted under the plan described, will produce insurance at the lowest possible cost, then it must also be clear to you that any company undertaking to furnish insurance at any lower price would lose money, and therefore would not long continue in the business. This then is the only item of expense necessary to your business, which is available to you at the cost of production. You pay a profit to someone, and necessarily so, on every article of mill supply and every other necessity to the safe and profitable conduct of your business. You should not object to the cost of your insurance conducted under this plan no matter what that cost may be, because whatever it proves to be is the figure below which it can not be produced.

You may have heard the Alliance plan. We have been operating for seven years. Our initial rates probably average from twenty to twenty-five per cent under the rates of stock companies, and at the end of seven years we have saved to our people thirty-two per cent of the premium deposits based upon our initial cost, this saving being in addition to the difference between the initial rates previously paid to stock companies, and the rates at which the business came on our books. Everything considered, directly and indirectly, it is safe to say that the Alliance has saved to its subscribers fifty per cent, and very likely much more than that, as compared with what they were previously paying. The money paid to a stock company is irrevocably gone.

A stock company's proposition is to sell to you the insurance outright at a fixed and stipulated premium. They say to you that they will transfer to their shoulders the risk now borne by you, for so much money. The inter-insurance plan is to keep the money among the participants, pay out the exact necessary cost and retain the balance to the credit of each policy holder proportionately.

Stock companies do not apply a uniform rating scale in all sections. Their manner of rating is to establish several rating bureaus

in the different sections of the country. Each of these bureaus makes the rates in its section. It thus happens that different rating schedules prevail and that in some parts of the country concerns in the same line of business are paying higher rates for insurance than in others. In the past this has sometimes been due to an active fight in one section against other kinds of insurance, such as inter-insurance. The Alliance is obligated to so apply its rates to the plants of all participants that they will as nearly as possible represent the relative differences in hazard among them. If the collections from each participant prove to be more than the amount needed for each fair share of the expenses, the excess amount is from time to time returned in the form of dividends or savings.

The Lumbermen's Underwriting Alliance is now carrying insurance on some 364 or 365 lumber manufacturing plants. It has at risk approximately $24,000,000. Our heaviest fire loss ratio was last year. We are able to save to our people, as compared with our initial rates, eighteen per cent. Five months of the year 1912 are now back of us, and our fire losses for that period have only consumed one-eighth of our premiums for the current twelve months, so that we still have seven-eighths of our annual premiums left to pay the fire losses that may occur in but a little over a half year. This showing was, of course, unusual and remarkable.

The Alliance has paid out in fire losses more than one million dollars; have saved its subscribers over $500,000 out of its own premiums, of which more than $200,000 has already been returned in cash dividends, and it has today quick assets of over $650,000, consisting of cash in bank, current outstanding accounts and gilt-edge state bonds. Since its beginning the Alliance has been a great restraining influence against the tendency of the stock companies to advance rates.

An understanding of the fundamental principles of insurance, and the same principles underlie all insurance of every kind, makes it plain and inevitable that the policy carriers in the aggregate must of necessity pay all of the losses and expenses if the insurance is to be sound. If stock companies, or any other schemes of insurance doing business under the law, were to so reduce their rates that the premiums would become inadequate to meet the losses and expenses, there would be a deficit and such companies would be unable to meet their obligations. They would be obliged to liquidate and go out of business, or the stockholders would have to "dig."

Since, therefore, the policy-holders must supply the money in order that the insurance be sound, it is certainly very much better for the owners of mills to practice inter-insurance. They would then know that they only have to bear their fair share of the fire losses, plus the expenses, which are low. The total expense of administering and operating the Alliance is twenty per cent. We are able to accomplish this work at the very low figure named because of the large amount of insurance required at each of the plants, and their character, taken by the Alliance. There are no high-salaried officials; no costly apartments, and no commissions to pay to agents. The cost of the inspection service and all other expenses are being borne by the attorney and manager, and paid by him out of the administrative expense as provided for.

I doubt very much if there are a sufficient number of veneer and panel plants to give a general average among themselves. One hundred properties at least are required before an undertaking of this kind reaches even a basis on which percentage can be figured. By general average is meant the almost unattainable complete average which brings to the cost of insurance its lowest average price. This means the greatest number of properties insuring under one medium, of like occupancy, of similar construction, exposure, etc., and equipped with pretty much the same fire-protecting and fire-fighting devices.

To explain inter-insurance I have often before used this illustration:

If one man owned all of the plants scattered over the face of the earth, operated for the same business purposes, that man would be the possessor of fire insurance at its absolutely lowest obtainable cost. He would not need to keep any books, as his premium would be the exact amount of his loss by fire each year, and his rate would be ascertained by dividing the total amount of hazard into the total of his annual fire loss. That man would not buy insurance from any outside sources. No company could afford to sell it to him at so low a figure. By the accident of ownership, one man does not hold the title to all of these plants and therefore does not possess the advantage as outlined in the imaginary case just recited.

Inter-insurance as practiced by the Alliance gives to each separate owner the opportunity to procure his insurance at the same rate as if all the plants were owned by one man, except that there being a number of owners it is necessary that some one person shall adjust the differences in interest due to the several ownerships.

Before closing I can not resist the temptation to say that some of the veneer plants are no doubt eligible to the Alliance. Many of them are not at present eligible, but could be made so by improving the water service and other things about the plant to conform to the Alliance's requirements. Some of you who are today paying heavy rates have it in your power to ascertain for what deficiencies you have been penalized, and in many cases it will be found that by spending very little money you can reduce the cost of your insurance.

I have in mind the establishment of another inter-insurance exchange for wood-working plants that do not now quite come up to the Alliance standard. It would be for the benefit of those manufacturers who were unable for this reason to obtain inter-insurance, I would make such insurance available for them. We shall be glad to investigate any of your properties should you desire it, and to suggest to you how by the expenditure of small sums of money you can improve your conditions.

We issue a bulletin each month in which we give to our subscribers a history of the origin and outcome of fires in the lumber manufacturing trade in the United States and Canada. We procure and disseminate this information as to causes of fire not only from our own subscribers, but from non-subscribers in order to educate our policy holders as to the causes of fires and the conditions which aided or prevented the control of the fires, so that Alliance subscribers may remove menacing conditions and improve their properties in accordance with the lesson taught by the experience of others. Our bulletin service, our inspection service and our plan of insurance have proved a great boom to lumber manufacturers and will do as much for such veneer plants as are today or will be made eligible.

Government Should Take Hold

While it is impossible for anyone, who has not actually visited the flooded district in the South, to realize the enormity of the catastrophe in that region, a partial comprehension of the damage to the flooded territory and resulting harmful effect on the country at large is within the power of anyone who has read the daily press. The question of prevention and repetition of those conditions in the future has occupied a great deal of thought, and the active co-operation of commercial bodies has been solicited. One sentiment which seems to pervade the entire movement is that the southern states alone should not bear the cost of so equipping the levees as to prevent future floods. The contention is certainly reasonable inasmuch as the Mississippi drains a vast region in the northern states, and through its tributaries such states as Ohio, West Virginia, Kentucky, etc., which are not particularly affected by high water.

The question is undoubtedly one which will have to be worked out by the Federal government if any uniform method of remedying the difficulty is to be accomplished. That this bids fair to be done is evident from the agitation along these lines in Congress and at the two political conventions now in session.

A bill recently introduced in the House provides for an entirely new plan of improving and regulating the Mississippi river. The bill proposed to enlarge the duties and powers of the government over the Mississippi river by having it take over by cession all state, county and levee districts where levees now are erected along Mississippi banks from Cape Girardeau, Mo., to the head of the passage. That under this plan the government could work out an adequate system of protection, there is no doubt.

Discounts Versus Profits

No greater slogan has been evolved by modern commerce than this: "One Price Only." The passing of the day of barter was brought about by the recognition on the part of the merchant that haggling was not only bad for the buyer, but equally bad for himself. Painful experience proved beyond cavil that variable prices furnished a stuffed club which could be wielded with telling effect on prices by the skilful barterer, and that while the merchant might recoup by charging excessive prices on other items wherever possible, the system was uncertain and unsatisfactory at best.

The lack of recognition of this fundamental of modern merchandising in the lumber business is due largely to conditions in the trade which cannot easily be altered. The fact that there is a difference of opinion as to intrinsic and market values of lumber on the part of various individuals in the business, naturally means that lumber will be offered at varying prices, and the stress of competition requires the lumberman to offer his stock at one price here to meet current quotations, and at another there, to get in line with the quotations buyers have received on the stock. Thus the tendency to equalize prices, rather than to hold to a single price standard, is almost impossible to overcome, and the adoption of an invariable list which will not be deviated from is not a practicable proposition as far as the rank and file are concerned.

Prices are not cut and shaded and squeezed and hammered and juggled as the only means of changing values; more insidiously the plan of making "terms to suit," as the instalment houses say, has won its way even among members of the trade who believe that their lumber is worth a certain price and who insist on getting it. It is likely that few hardwood men realize the losses that they are suffering because of the fact that their prices are not net, and that the buyer is practically able to make his own terms in paying for the material.

A prominent lumberman in one of the leading markets recently said that he didn't make any money last year, although the volume of business was equal to the year before.

"Of course, it was pretty difficult to sell lumber during 1911," he conceded; "but taking that into account, I am still persuaded that something else is wrong. We should have made a better showing on the business handled, and the only possible explanation that I can see is that we gave our customers too much leeway about settling their bills."

Discussion of the same question with other members of the trade indicates that the lumberman quoted above came pretty close to hitting the nail on the head. When you quote a price, and make it clear in your invoice that payment is to be made on a basis of two per cent discount in ten days, net thirty, do you insist that the customer pay the full amount of the invoice if he sends you a check four weeks after the lumber is shipped? Or if he pays in sixty days and you have made it plain that your terms are net thirty, do you charge him for the accommodation at the rate of six per cent per annum—which is probably what you have been paying the bank for the use of the money you got to tide you over until the delayed collections came in?

Probably you do not; you may reason in the one case that the buyer didn't have enough time to unload and inspect the shipment, and that the delay in the arrival of the stock gave him the right to more time in settling that than the letter of the law permitted. So the two per cent that came off at the end of thirty days was consigned to oblivion, and incidentally the profit record for the year shrank imperceptibly the while.

An elastic system of discounts and the extension of accommodations as to terms is the most graceful way of cutting prices and the easiest way to hide money, without being able to account for it, yet devised by the brain of man. The difficulty, from the first standpoint, is that not much advantage is gotten from it as a selling argument, and the seller is usually so little aroused as to the losses which he is suffering from this source that when he sells a bill of lumber, he does not realize, even though he knows that his customer will discount the bill when he gets good and ready to pay for the stock, that he is getting less than the invoice price for his lumber.

Take a concrete example. Suppose a car of quartered oak is shipped on a basis of $45 a thousand. If a two per cent discount is to be taken, the price is cut down ninety cents a thousand. That's pretty close to one dollar, and probably the seller would have refused an offer of $44 a thousand for the stock, and would have to be argued with to be convinced that his lumber is going for just about that amount. If 15,000 feet are loaded into the car, the discount on the shipment amounts to $13.50, and reduces measurably the profit made on the sale. This is assuming that the discount is taken in the legitimate ten days usually granted. Under that condition, it is pretty bad; but when the customer takes five weeks and then deducts the discount, it comes pretty close to being highway robbery.

The losses suffered through discounts hit the sawmill man harder than anyone else, for the reason that the wholesaler has a chance to even up in buying lumber from other people. But did you ever stop to consider the situation of the manufacturer? He pays cash for everything, and his bills are discounted by everybody. His timber is not only paid for in that manner, but frequently the timberman secures an even better proposition, getting some money down when the logs are contracted for, more when the trees are cut and the balance when they are loaded f. o. b. the timberman's station, so that by the time they actually reach the mill a considerable amount in interest has already accumulated on the investment.

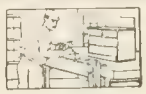
Then there is labor to pay for, which is a cash item; and the freight bills, for the railroads are canny enough to have the "Nothing Doing" sign in evidence when it comes to discounts. At that it is likely that their own purchasing agents seize a two per cent discount on every bill that shows itself inside the office. Be that as it may, the sawmill man gets a chance to discount bills only for supplies and machinery, and these are ordinarily not sufficient to offset even a small fraction of what he loses through the discounts of the other fellows.

"I figured the thing out the other day," said a sawmill man disconsolately, in discussing the situation, "and I found that taking my business on an annual basis, I lose 60 cents a thousand in discounts. If I could eliminate that, my business would be a splendid money-maker; as it is, I'm lucky to be able to look my creditors in the face and tell them to have a drink. Sixty cents a thousand is a pretty heavy load to carry, considering all the others that we must shoulder; and that is one reason why I think the jobber has it easy. He can frequently buy lumber outright, sell it, collect his money and then pay the seller, discounting his bill meanwhile, even though sixty or ninety days may have elapsed. And I don't blame him at all for doing it, if we sawmill men are sufficiently well developed boobs to stand for it."

Getting back to the question of the effect of discounts on prices, it can be said that the discount system proper is so firmly rooted that it would be next to impossible to abolish it; but every lumberman, especially if he realizes the fact that profits are being shaved down closer all the time, should see that his terms are well understood by his customers and are adhered to in settling accounts.

Corporation Tax

The federal corporation tax has become a law of the land, and any sensible business man will view it as such. The tax must be paid not later than June 30, and the law provides for an additional levy of five per cent of the amount left unpaid ten days after notice has been filed by the collector. An additional tax of one per cent for each month after June 30 will make disregard of the law rather an uncomfortable proceeding.



Utilization of Hardwoods



ARTICLE FIFTY-NINE

WOODEN PAILS AND SHOE PEGS

Perhaps no single article of woodenware is in more general use in this country than the water bucket. It was once more unduly used than it now is, in proportion to the population of the country. It has not been long since town water works, with net works of delivery pipes, and kitchen, bathroom, and laundry spigots, came into general use. Before that time, villages, towns, and even cities, depended upon wells, and every house carried its own water. In the country, the windmill, the hydraulic ram, and hydrostatic apparatus for putting water indoors, were much less in evidence than at present. The water pail was indispensable and it was everywhere.

The selection of wood for pail making was an important matter. Light weight and long service were desirable. Buckets made of zinc, galvanized iron, and fiber are of recent introduction. Wooden pails were once the only kind in use, and in most localities they were manufactured by local coopers in numbers adequate to meet the demands of the immediate neighborhood. They selected softwoods which split nicely and work easily. In early times sawed bucket staves were unknown. The frow and the drawing knife, with a tool for cutting the groove in which to insert the bottom, were the principal apparatus in a primitive pail shop. Every ounce in weight that could be saved, without sacrificing efficiency, was considered worth looking after. Some woods weigh twice as much as others, and no cooper would select the heavier when the lighter would answer. While well buckets were often of oak, the water pail seldom or never was of that wood. It was too heavy. The best soft, light wood to be had in a region was made use of. The region had much to do with it. The New Englander did not make pails of cypress, neither was white pine a pail material in Louisiana.

Six or more very good pail woods abound in the United States. There are, of course, several others which give good service, but in New England white pine is unexcelled; in New Jersey the southern white cedar is used; in Tennessee there is no wood better than red cedar; the cypress is choice material where it abounds; in California the choice falls on redwood; and in Oregon and Washington, western red cedar has no competitor, though some others are very good.

There was a time when a pail was supposed to be purely a water pail. Demand for other uses had not yet developed. At the present time, however, the wooden water bucket holds a comparatively minor place in the trade. Pails of metal or fiber hold most of that field. As the wooden water pail has withdrawn from the commanding position which it once held, other uses have been found for wooden buckets. They are made by machinery, in many sizes, for many commodities, and the list of available woods has largely increased. The material, however, is not selected at haphazard. The bucket maker must study the demands of his trade. If he makes vessels in which to pack plug tobacco, the wood must not impart a disagreeable taste to the contents; if he manufactures lard buckets, the wood must not exude a colored sap to stain or taint the lard; and when the cooper selects basswood for butter pails, he does it because experience has shown that this wood contains no injurious ingredients.

It is not apparent that the employment of substitutes, such as tin, zinc, iron and fiber, has lessened the number or the kinds of wooden pails in use. The expansion of trade is so great, that many kinds of containers are called for, and in this growth the wooden bucket holds a very prominent position. Candy makers are large users of wooden pails, and pine is popular with them, but is by no means the only wood. Jelly, fruit, butters, preserves, olives, and pickles of various kinds are sent to market in wooden buckets. Basswood, spruce, yellow poplar, paper birch, sweet birch, and sycamore met a large demand in this line. In the Mississippi valley cottonwood is available for many purposes.

Long before the Revolution a class of manufacturers centered in Philadelphia known as "cedar coopers." Individuals and small companies carried on the business of manufacturing pails, tubs, firkins, keelers, piggins, noggins, churns, and kegs from the southern white cedar which was obtained at that time in great abundance in the swamps of New Jersey. After supplying the local demand, the surplus was put on the general market, and the ware became known, not only in neighboring states but in foreign countries, especially the West Indies. It is of interest because this cedar ware was one of the earliest manufactured commodities to be shipped from this country.

An industry somewhat similar later grew up in Tennessee where abundance of excellent red cedar timber grew. The pails and other ware were sold from Pittsburgh to New Orleans. The selection of that wood for stave ware, when other woods were everywhere abundant, indicates the high esteem in which it was held. It was commonly said that a cedar pail was good until it wore out; and, if good care was given it, a period of service extending over many years was assured. The red cedar well buckets of Tennessee enjoyed an enviable reputation. Some of them, attached to chains, and operated by the old-fashioned sweep, lifted water generation after generation. Such a well bucket of red cedar, made in Tennessee in 1767 was exhibited at the St. Louis World's Fair in 1903. The wood was still sound and the brass hoops were bright.

SHOE PEGS

More paper birch goes into shoe pegs than any other wood, probably more than all other woods combined. About eleven thousand cords a year are required for pegs and the shanks that are fitted between the soles of shoes, under the arch of the foot. The ease with which birch is worked, together with its cheapness, is the reason for its prevailing employment in this industry. Although it is hard, it has the peculiar property of dulling tools very slowly. Spoolmakers like it for the same reason. The paper birch for pegs costs nearly double that which the spoolmaker uses, because it must be of a better grade.

Pegs are cut wholly by machinery, from the slicing of the veneer to the pointing of the finished article, and the machines are designed for the particular work. The waste is necessarily large, for though a shoe peg is about the smallest commodity made of woods, it can not be made from small blocks and scraps, but must go to the machines in slices and sheets. The principal waste is due to the rejection of defective logs, and to the throwing out of all colored heartwood. The contrast between the sap-wood and the heart of this birch is greater than in most woods, and when trees attain considerable size, the heart-wood occupies a large part of the trunk, and the peg maker rejects it all. Unless it can be employed for some other purpose, it is a dead loss. Most industries which specialize on paper birch do not want the heart-wood, and the waste is necessarily large, though some manufacturers, notably brush makers and the makers of small tool handles, can turn it to account.

Shoe pegs are a comparatively recent invention, and Joseph Walker of Massachusetts is credited with the invention in 1818. Soles were sewed on before that time, though the heels, which were of wood until about the year 1800, had to be fastened on with nails or rivets. For a long time pegs were made by hand, and the "invention" would seem to refer more to the way to use them than to the manner of making them, for any man with a pocket knife could whittle out shoepegs. That is the way they were made at first, and probably in some rural communities a few may be so made yet, though their very low cost brings them within

the reach of the most primitive cobbler. When they were handmade, sugar maple was preferred. The wood was sawed by hand into blocks the length of the desired peg, and was split in strips of the requisite thickness. The end of the strip was whittled to a sharp edge, like the comb of a house-roof, and the pegs were then split off with a knife. A country cobbler could thus manufacture enough pegs in about an hour to sole a pair of boots. He can now buy enough for two or three cents to do the work.

The use of pegs in shoe-making, under the old method, was destructive of lasts, for the pegs went through the sole and into the wood, and in time rendered it unfit for use. After having driven in a sufficiency of pegs, the shoemaker's next undertaking was to pull out the last of the shoe. This was often a hard job, for the pegs held it fast. However, after sundry thumpings, twistings and turnings, all of which was part of the trade, the rustic shoemaker succeeded in freeing the last from the sharp points of the pegs, and then, with a "last hook," he drew it out. The final operations in rendering the shoe wearable was to apply a steel tool called the "peg cutter," which pared away the peg points protruding through the sole, and the job was done.

Sewed soles are in almost universal use now for shoes of good grade, but for coarse shoes, pegs are still in demand. For thick soles they give good service, but are apt not to hold well if soles are thin.

Shoe pegs are bought and sold by measure, and when the quantity is small, little difference is made between large and small.



Cherry Birch for Gunstocks



The advent of the automatic gun has confronted the manufacturer with a new problem in the choice of the proper wood for the stocks. Black walnut has always been the favorite gunstock wood in the United States, but under the severe strains of the high-power automatics, it has proven too soft. No trouble is noticed at first, but after considerable usage the fittings become loosened and cannot be kept tight, or the stocks split.

There seems to be no wood combining the good qualities of walnut with greater toughness and resilience. Those that possess the latter characteristics are lacking in color and grain. While this may in some cases be overcome by proper staining, in others the stained article always looks cheap.

One of the woods tried out by a well-known arms manufacturing company was rock or hickory elm. A quantity of this was obtained and made into stocks for experimental purposes. Rock elm is an excellent wood for many purposes, being hard, strong, compact and tough. It is the most valuable of all the elms, but unfortunately the supply is very limited. The company thought at first that this wood would prove satisfactory, but after exhaustive tests it failed in much the same way as walnut. A trial was also made of myrtle wood, but with poor results.

The wood that has given the best results is black or cherry birch (*Betula lenta*). It is fairly hard, strong, resilient, fine-textured and susceptible of a high polish. It stains readily and the fine but distinct silver grain produces a very handsome effect. It is heavier than black walnut, but excess of weight is overcome by hollowing the stock.

One of the difficulties encountered in the employment of cherry birch as purchased on the market was the presence of yellow birch in mixture with it. While valuable for many uses yellow birch is not entirely satisfactory for gunstocks. The woods of the two are of the same general appearance and it is by no means easy to separate a mixed shipment of lumber. The yellow birch averages considerably lighter and softer than the black, the rays are narrower and less distinct, and the pores are fewer and less distinct. These differences are only relative and the average inspector is not sure of his ground. To obviate this trouble the company has arranged to buy only locally cut cherry birch which is known to be true to name. Owing to the great difference in the appearance of the bark, there is no danger of confusing the living trees or the logs.

The cherry birch herein described is found in the uplands from Newfoundland, southward to southern Indiana and Illinois; along the Alleghany mountains to western Florida, central Kentucky and Tennessee. It is common in the North and in its larger size on the western slopes of the southern Appalachians.

In this connection it is interesting to note that English gun makers are having difficulty in securing material for their stocks. The walnut that has been used for this purpose has been obtained in Italy, Switzerland and France. The Italian supply appears to be exhausted and the prices for French walnut are going up so high that they may in a few years become prohibitive. The French walnut is now in particular demand for veneering purposes, it being found more profitable as a rule to cut it for veneer than to sell it for gunstocks. It looks very much as though foreign manufacturers will have to come to America for their wood, though they have always complained that American walnut was not suited for their market. The difficulty has not been in the strength of the wood, but in the color, which is a chocolate brown without the yellow streaks that have proved so attractive in gunstocks abroad.

S. J. R.

The Steel Car

This is an age of progress and no longer is the traveler to have fear when he starts upon a long journey. The powers that be, backed by Providence, have substituted the practically indestructible steel car for the old wooden coach of former days.

No more is the occupant to be haunted with a fear of burning alive. He may rest assured at all times, that it is more comfortable to be squeezed in his berth between two casings of steel, with the southwest corner of his liver protruding into the aisle, than to be roasted alive in a wood fire.

He may know that, should the vehicle in which he is journeying make a sudden dash through a bridge into the waters below, he will rest securely in his steel casing, unapproachable by fish or other monsters of the deep, until the wrecking car can lift him from his damp bed. There is no danger of the ax, which would cut through the wooden walls, reaching him, and in this feeling of security he may be content. Should the inflammable contents of the car take fire, he may lie with a smile upon his face, knowing that the walls cannot burn, collapse and drop the roof upon him.

Where formerly the wrecking crew could chop through the old car and release him in a few moments, to the mercy of the elements, now he may be secure from the vulgar gaze, in the steel compartment that will resist all efforts to move it except a traveling crane that could lift a locomotive.

No such humiliation awaits him as to be pierced by a wooden splinter, but in its place he may expect to be smoothly sliced asunder by shifting plates of steel.

He may know that the coming car will not crunch and buckle his temporary home as did the cars of old, but that the oncoming steel monster will gently lift him from his bed, softly push him through two or three preceding cars and possibly give him a Turkish bath beside the engine.

He may pass his time in idleness with nothing to do but wait while the wrecker spends two days removing the ponderous steel coach from above his massive frame, instead of enduring the suspense of being cut out of the old type of wooden car.

"Never more," he cries, "will I go back to the day of the old frame coach, for I live in a progressive age and my cry forever shall be, 'give me the steel car and give me death.'"



Tales of the Trade



ALL IN THE IMAGINATION

R. F. Krebs of St. Louis is at present making a tour of the northwestern states in behalf of his firm, the Krebs-Scheve Lumber Company. Nothing but cold weather has been experienced so far this season in Minnesota and Mr. Krebs reached Minneapolis thoroughly chilled, without overcoat and in the close embrace of a "B. V. D." union suit, abbreviated at all extremities. Shivering and with teeth chattering, he boarded the car and proceeded to his usual haunts in the Radisson hotel. Upon registering he was presented with a telegram from the St. Louis Lumbermen's Club, stating that all evening meetings had been postponed on account of the hot weather. After reading the message twice, Mr. Krebs discarded his vest and took a convenient seat in the cafe, sending in a rush order for iced tea and sherbet.

He states that it is all in the mind anyway and no more thoughts of freezing could haunt him. When he is cold he reads the telegram and immediately all is well.

NOBODY IN PARTICULAR

What chance has a man in this world when his characteristics may be described as follows:

Wooden head.
Fish mouth.
Bull neck.
Bald as an egg.
Brass lungs.
Glassy eye.
Leathery head.
Marble heart.
Pigeon breast.
Knock knees.
Bow legs.
Club feet.

It would seem that he might be seen to better advantage if he had electric lights.

SAVING FREIGHT

It is told that A. B. Ransom of John B. Ransom & Co., Nashville, Tenn., was once in the egg and poultry business at Murfreesboro, Tenn. He frequently shipped eggs and poultry in carloads as far east as New York, accompanying same to see that proper sale was made. On one trip, with a good many hundreds of cases of eggs, he arrived in New York, spent the night at a convenient hotel and upon sauntering down to his commission connection next morning, was informed that there were two cases of eggs short of his invoice, "but," said the commission man, with a smile, "we are long two cases of chickens."

Further investigation proved that practically the entire contents of two cases of eggs had hatched in transit and Arthur states that he got more out of the poultry than he would have received for the eggs.

A STAR IN OUR MIDST

It is rumored that representatives of several of the eastern base ball clubs have recently been in the city trying to secure the services of one Jack Hayden, well known in Minneapolis sporting circles. He recently posed as a shining light during one of the games between the Lumbermen's Club and a local organization, is known as a heavy hitter and ranks high as a slider.

It is further stated that he will not sign a contract unless he is allowed to play in uniform as in a recent game, in a spectacular slide, he dislocated all of his clothes (being in citizen's costume), most of the same being found under his chin at the end of the game.

It may be further stated that Mr. Hayden is a Taft Republican, Episcopalian and secretary of the Northwestern Hardwood Lumber Association. The salary that he draws from the latter organization will make it necessary for the fortunate manager who secures his services to put the salary up in the pictures.

We forgot to state that Mr. Hayden is a leading light in lumber journalism, doing the heavy work for the Mississippi Valley Lumberman, and he is considered as good on the slide out of difficult situations as on the bases.

DISAPPOINTING

Several years ago S. C. Major of the S. C. Major Lumber Company, Memphis, visited Duluth, Minn., and being rather "dippy" on the fine art of swimming, determined to make the trip from the Superior side of the bay to Minnesota Point, the intervening body of water being over a mile in width. He donned a bathing suit, took a long breath, and made a fine start. When about half way over, he realized that he was rapidly losing his wind, but struggled manfully toward the Point, trying in every way to conserve his strength. Concluding at last that he could not make it, Mr. Major resolved to say his last prayers, take one more long breath and trust to Providence. Composing his face for the final plunge, so that he would at least look natural when found, he ceased struggling and started down, and then found that the water had only been waist deep for the last hour and he easily waded out.

The return trip was made by street car, as the distance was too long to wade back.

Mr. Major states that in the future on trips of this kind, he expects to carry a lead with him and take frequent soundings.

Conservationists in First Session

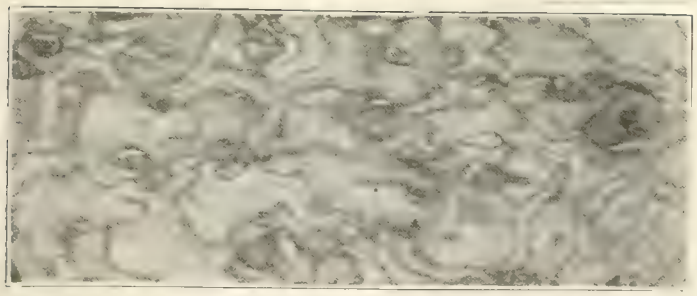
The first formal meeting of the conservation enthusiasts of Michigan was held in Lansing on June 13, the Public Domain Commission acting as host. The question of conservation has occupied the thought of the residents of the state for a long time, and active efforts toward conserving Michigan's natural resources are already under way. The meeting brought out discussion and papers of great merit, in which were taken up all phases of the situation. The fact that the Public Domain Commission is a public organ, acting under the direct auspices of the state, gave to the gathering unusual significance. As a result of the enthusiasm, resolutions were passed requesting that the meeting be made an annual function to be held in the winter.

The aim of the gathering was not only to provide protection for the forests and replanting of trees, but to protect in general the natural resources of the state. In one of the talks, it was brought out that fifty-three state forest reserves are already under fire protection, and where practicable, reforestation is going on in these tracts.

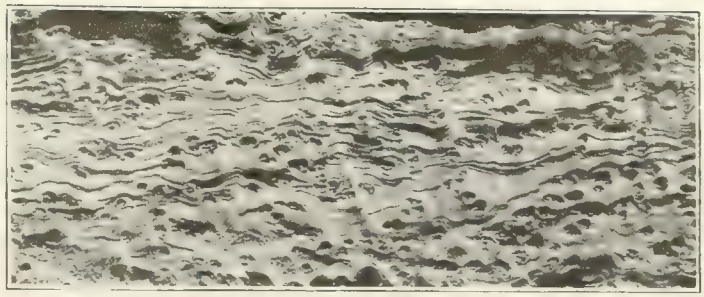
The question of forestry was analyzed by the dean of the Michigan Agricultural College, who maintained that there are three stages of forest development, that is, the first or destructive stage, in which the tree growth is removed to make room for agricultural development or for the purpose of lumbering; the second or conservative state, in which an attempt is made to conserve already existing forests, and the third or technical stage, where the theory of modern forestry is applied. It is not likely that any section of this country will have passed the second stage to any appreciable extent for some time to come.

The talk on "A Business Viewpoint of Forests" by the dean of the University of Michigan, showed the possibility of practical application of the teachings of forestry. The speaker contended that the question is a business one, and that only through the acquisition of forest lands by the state or nation can active efforts be made to perpetuate the timber supply. He pointed out that the cardinal principle of forestry is to put all land to its most profitable use. He stated that the first question asked by the lumberman is "will the forestry pay?" and contended that while it might not represent immediate returns, there is no doubt but that with the advancing values of stumpage, long-time investments will eventually yield handsome profits.

The policy and object of the Public Domain Commission of Michigan were outlined in a talk by one of its members in which it was conclusively shown that the commission is going to be an active factor in the best interests of the state.



Tangential Section, Natural Size



Interior of Block, one-Half Natural Size

SECTIONS OF SUGAR MAPLE, SHOWING BIRD'S-EYE

Burls and Bird's-Eye

One of the most beautiful of all figured woods is that produced by burls. Burls are abnormal growths or excrescences common to almost every species of tree, although in only a comparatively few cases are they of merchantable character. They may arise anywhere on a tree, but those of greatest value are at the root collar, usually just below the surface of the ground.

Burls are produced as a result of some injury, such as forest fires, insect attacks, gnawing of animals, excessive pruning, etc. The effect of the injury is to stimulate the growth of dormant buds or to give rise to a great many new ones which can not develop into branches but do form a gnarly and interwoven mass of woody tissue of very intricate design. The wood is very dense and hard. Inside the bark the surface of a burl is covered with spiny warts—the points where the buds emerge.

A dormant bud is one which never developed into a shoot or branch. Only a limited number of the buds in the axis of the leaves and bud scales of the shoot develop, since there would be no room for them to grow even if there were food enough to nourish them. The majority, and especially those toward the base of a shoot, persist for a longer or shorter time—sometimes for a century or more in trees with smooth bark—and only under certain conditions do they burst forth into new shoots.

In order that such buds might remain alive and not be covered up by the woody layers it is necessary that they grow in length each year just enough to keep to the surface. In the center of each bud is a small cylinder of pith and around it is a small mound of wood, the fibers of which run in different directions from the rest of the wood. When cut across, the pith of the bud appears as a dark speck surrounded by a small mass of fibers on end, producing a figure known as "bird's-eye."

In addition to these dormant buds new ones may arise which are known as adventitious buds. If there is sufficient nourishment and conditions are favorable they will grow into shoots, but in the case of burl formation they make a short growth, die at the tip and their places are taken by others, which repeat the performance year after year. The consequence is an extremely complex nest of buds, all capable of growing in thickness to some extent but not growing out in length. In course of time this burl may attain dimensions measurable by feet and weighing hundreds or even thousands of pounds.

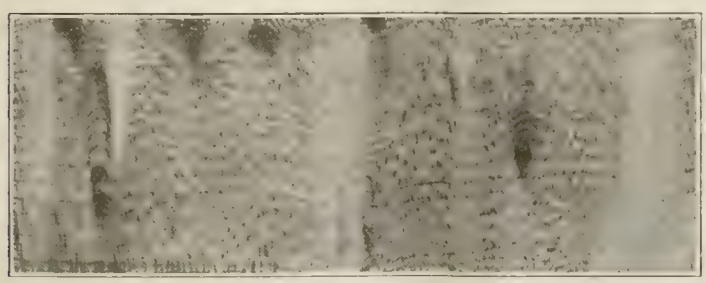
Burls growing on the upper portion of a tree are usually without value for cabinet work on account of defects due to insects, included bark or other causes. Valuable root burls are turnip-shaped or sometimes one-sided. They are rooted on the under side and edges, and at the place of attachment of a large root the grain is usually straight, thus detracting from the value of the burl. It requires long experience to be able to judge, from external appearances, how a burl is going to open up, and in cutting or slicing the veneer very careful manipulation is necessary to obtain the largest pieces with the finest figure.

Trees producing merchantable burls are black walnut, black cherry, ash, birch, alder, oak and redwood. Walnut burls are most sought after and their value in the rough ranges from ten or fifteen cents a pound upward. Trees producing burls are usually rather dwarfed and stunted and grow in the open rather than in dense woods. In fact the presence of a large burl is very likely to cause the tree to be poorly developed, and in a forest such trees would sooner or later be shaded out.

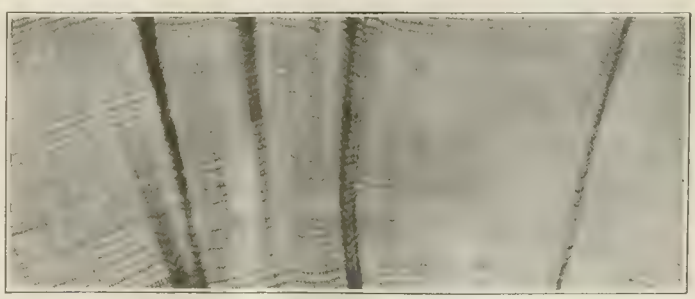
Burls are common on the walnut trees of Austria, Turkey and Italy, and owing to their finely mottled and beautiful figure, are much sought after for cabinet purposes. According to LasLett those of the best quality have been known to realize from $250 to $300 per ton in the rough. In Algeria fires and grazing, which have destroyed the finest forests of Thuya, cause large and valuable burls. Formerly they were much sought after for the manufacture of fancy articles of furniture, but as it was necessary to destroy large areas of timber to find the beautiful specimens, the wasteful exploitation was finally abandoned. French cabinet makers use the burls of the hazel tree of the Levant to considerable extent.

BIRD'S-EYE

Everyone is familiar with the figure known as bird's-eye, which is particularly common in sugar maple. Almost every tree of this species contains at least a few bird's-eyes, though in only a comparatively few cases are they abundant enough to give value to the



Radial Section, Natural Size



Cross Section, Natural Size

SECTIONS OF SUGAR MAPLE, SHOWING BIRD'S-EYE

wood for cabinet and furniture work. Bird's-eye is also found in birch, ash and yellow poplar to some extent, and is characteristic of lodgepole pine.

The cause of bird's-eye is usually ascribed to dormant buds, and in some instances this is correct. There are, however, at least three other causes of this peculiar formation which are usually overlooked. If the wood just beneath the bark is examined it will be found in some cases to be covered with little protuberances not unlike those of burls, in others with conical depressions or pits. The protuberances occur usually as the result of dormant buds as in burls, although they are much fewer in number and distributed over a larger area.

Generally the surface of the wood under the bark of any tree is not uniform and smooth but is more or less channeled or pitted. Usually any one depression is restricted to one or a few layers of growth, that is, are seen only in one or few growth rings and then lost, the surface of a particular spot being evened up by growth. In the case of maple, however, the tendency to preserve any particular contour is very great and the depressions, though ordinarily small, are very numerous. Fitting into each pit is a sharp spiny projection of hard inner bark which, if it did not produce the original impression, at least tends to prevent it being obliterated when once formed. No satisfactory explanation has been offered as to the primary cause of this peculiarity.

It has been demonstrated by Dr. Hopkins of the United States Bureau of Entomology that sapsuckers are frequently the cause of bird's-eye. The birds sometimes puncture only to the sap-wood, but more commonly pierce one or more growth rings to procure the sugary sap which is produced at certain seasons. The formative tissue (the cambium layer which separates wood and bark) attempts to heal the wound and a cone of wood is produced, its size and form depending upon the extent of the injury and the vigor of the tree. Succeeding layers of wood are distorted and by this cone. "As a rule if growth following sapsucker wounds is vigorous, succeeding layers of wood will be bent outward over the wound; if weak, the grain will bend inward." When tangential sections of such wood are made, the depressions or elevations are cut across, and owing to the irregular arrangement of the fibers, bird's-eye figure resembling the natural formation is produced. It can usually be recognized from the arrangement of the bird's-eyes in rows corresponding to the well-known type of sapsucker work in the bark. Yellow poplar trees are very commonly worked on by the sapsucker and frequently are covered with girdles and single punctures from top to bottom, producing bird's-eye, though accompanied by holes and stains resulting from the original wounds which reduce or destroy the value of the wood for veneers.

Still another cause of bird's-eye is found in lodgepole pine and occasionally in other conifers. Examination of the wood inside the bark shows it to be covered with small depressions or dimples. These are produced by resin blisters in the inner bark, which press upon the cambium layer and cause the newly formed fibers to be moulded around them. Tangential sections reveals the bird's-eyes in large numbers, but as the irregularity of structure is not great, they are not conspicuous like those in maple. Their abundance in lodgepole pine serves as a ready means of identifying the wood of this species.

Bird's-eye in maple is often accompanied by wavy grain, which when sawed produces a figure known as "landscape grain." This name is given it because of its resemblance to a contour map. The contour-like lines are due to the denser and darker late wood of the growth ring cut across in sawing the material.

S. J. R.



B 277—Seeks Plain White Oak Strips

London, E. C., June 4. Editor HARDWOOD RECORD: We shall shortly be in a position to place orders for 75 to 100 cars plain white oak strips for parquet flooring. The specification is somewhat elastic, but will run about 1 inch in thickness and from 2 inches to 5 inches wide. The lengths will be about 12 inches to 36 inches with a large proportion of short lengths.

We shall feel much obliged if you will mention this inquiry in the columns of your paper as we are having quite a difficulty in locating supplies of this material.

Tendering you our thanks in anticipation.

———— ——.

Any HARDWOOD RECORD readers who have this stuff to offer, and would like to get in touch with the above foreign correspondent, can have the address of the latter by writing to this office and referring to B 277.—EDITOR.

B 278—Wants Book for Record of Yard Stock

Saulte Ste. Marie, Mich., June 12.—Editor HARDWOOD RECORD: Please advise us if you put out any books in blank form suitable for keeping lumber yard stock reports, properly ruled for recording the lumber as it goes into pile in the different grades, and further recording the same as it is shipped out so that the person in charge can see at a glance, at stated intervals, the condition of stock on hand. We realize that this is a hard proposition to get up, and meet the requirements of all practical purposes. We believe, however, that you have information on those lines that undoubtedly would be valuable in assisting us to arrive at our wants after comparison.

If you will kindly furnish us with any information you have on the lines suggested, quoting us price for the same put in book form, we will greatly appreciate it.

———— LUMBER COMPANY.

HARDWOOD RECORD does not print any book or sheets for the purpose you name, but in my yard experience I handled this information on a set of large sized manila tags, properly ruled. On one end of my office I had a diagram of the yard made on a blackboard, each piling space numbered, and a small brass hook for each pile. These tags were hooked on this board, and the record of "ins" and "outs" made on the tags.

So far as I know there is nothing printed in book form for this purpose. Of course it is perfectly easy to put the scheme in book form, but for ready reference think the wall system with the tags is the best thing I know of.

If any HARDWOOD RECORD reader knows of some system which he thinks is more practical or satisfactory than the one outlined, will be pleased to have it explained.—EDITOR.

B 279—Seeks Chestnut Railway Ties

Watertown, N. Y., June 18. Editor HARDWOOD RECORD: We are in the market for 3,000 to 5,000 pieces 6x8x7 feet standard chestnut railway ties. Can you refer us to any parties who make a specialty of getting out the above stock? If so, we shall be pleased to hear from you.

———— ——.

The above correspondent has been referred to several concerns producing the material desired, and such readers of HARDWOOD RECORD who would like to figure with the prospective purchaser, can have the address by writing this office and referring to B 279. —EDITOR.

B 280—Welcomes Hardwood Record

The appended excerpt from a letter received by HARDWOOD RECORD is not run boastfully. It comes from one of the biggest manufacturers of southern hardwoods in the country. It represents the opinion of a man eminently successful in the lumber business, and further shows that he reads the paper.

It would indicate that the man who neglects reading his trade paper is neglecting part of his business.—EDITOR.

Marietta, O., June 19. Editor HARDWOOD RECORD: We always welcome HARDWOOD RECORD at our office, and wish to compliment you on the opinions you give along our line of business.

———— ——COMPANY.

B 281 Wants Oak Butter Tub Staves

New York, N. Y., June 22. Editor HARDWOOD RECORD: One of our correspondents is inquiring for oak staves for butter tubs. Will you be kind enough to advise if you know of any concerns who manufacture this stock? Thanking you for your trouble. ————.

The above inquirer has been supplied with the names and addresses of several manufacturers of oak staves. Any other manufacturers of this material who would like to be placed in communication with this prospective purchaser, can have the address by referring to B 281, in care of this office.—EDITOR.

Insincerity has taken a few orders, but it never held a job long.

After a man has turned down two or three opportunities they begin to dodge him.

An ounce of jolly goes farther than a ton of advice.

Blessed is the man who, in the hour of adversity, discovers that he has even more friends than he thought he had.

News Miscellany

Returns to Otis Company

The Otis Manufacturing Company of New Orleans, prominent as a leading manufacturer of mahogany, sends out an announcement that on May 15, Roderich S. Huddleston of the Huddleston-Marsh Lumber Company, returned to its office in the capacity of general manager. In his new position Mr. Huddleston will have absolute authority in all matters pertaining to the Otis company's business. The magnitude of his responsibilities can be better comprehended when it is stated that the company's cut of mahogany during the calendar year of 1911 aggregated 12,000,000 feet. No introduction of the Otis company and its product is necessary to the trade, as it is a well-known fact that this concern is without an equal in its particular line.

It is evident that a concern of these proportions would need as general manager a man unusually well versed in the intricacies of the manufacturing and marketing of mahogany, and Mr. Huddleston is probably better equipped in this particular line than any other man in the country. He has had a practical experience of about twenty-five years in mahogany manufacture and sales from the woods to the installation of the lumber in its final form. For twenty years he worked with the Otis Manufacturing Company, being advanced during that period through successive stations until he attained the position of secretary and sales manager. The last ten years of his connection with the Otis company were spent as Chicago representative. In fact his entire career in the mahogany business, with the exception of about three and a half years interruption during which period he has been at the head of the Huddleston-Marsh Lumber Company of Chicago, was spent with the Otis company. Mr. Huddleston left the active participation in the affairs of the Otis Manufacturing Company in 1909 to organize the Huddleston-Marsh Lumber Company, which concern, however, was nominally Chicago representative of the Otis company, selling Otis stock to a great extent.

Mr. Huddleston retains his interest in the Huddleston-Marsh Lumber Company, but will spend practically his entire time in New Orleans, making occasional trips to Chicago.

Mr. Huddleston's return to the Otis Manufacturing Company was brought about by the retirement from active management of that concern of H. A. Otis, the president.

The Otis Manufacturing Company is running night and day, and yet is behind on orders, so great is the demand for its product. The mill is shut down for forty-five minutes at noon and forty-five minutes at midnight, and on Sundays. With this exception it has been running continuously for many months.

The success of Mr. Huddleston on his return to his old working field is assured, and HARDWOOD RECORD extends to him its cordial good wishes in his new connection.

The New Dictionary

The G. & C. Merriam Company, Springfield, Mass., has just published Webster's New International Dictionary, edited by Dr. W. T. Harris, late United States commissioner of education. The book is new in every detail, contains a key to literature of seven centuries and over four hundred thousand defined words and phrases. The general information as contained in the old edition has been practically doubled. In all there are twenty-seven hundred pages and six thousand illustrations.

The edition has been adopted by the editorial department of HARDWOOD RECORD.

New Orleans Ocean Trade

The pending opening of the Panama canal is creating considerable activity in gulf ports looking toward educating the public to advantages of the various ports as shipping points for the gulf trade. The New Orleans Chamber of Commerce has recently issued a bulletin setting forth New Orleans' advantages. In it are contained excerpts from the report of Commissioner Herbert Knox Smith. The report contends that New Orleans is one of the most important as well as the most interesting harbors in the country, particularly in its advanced terminal facilities, its organization and its methods of public administration. It is contended that New Orleans is the natural metropolis of all this southern country, and that its importance, both



R. S. HUDDLESTON, GENERAL MANAGER OTIS MANUFACTURING COMPANY, NEW ORLEANS, LA.

in domestic and foreign trade, must steadily and rapidly increase.

The exports from New Orleans during 1909 were valued at $144,981,000, and imports at $45,713,000. In the year 1910, 1,060 vessels cleared from New Orleans in the foreign trade alone, representing a tonnage of 2,168,716. For the fiscal year 1910, New Orleans' exports were $140,376,000, and her imports $55,712,000.

The computation of the statistics for the eight leading ports of the United States for the fiscal year 1910 shows that New Orleans ranks third in imports and exports, and fourth in number of vessels and tonnage. New York and Boston rank ahead of New Orleans in imports and exports, while New York, Boston and Philadelphia are ahead of the southern metropolis in the number of vessels and tonnage.

Forest Fires in North Carolina

The North Carolina Geological' & Economic Survey has compiled statistics covering the forest fires of 1910 and 1911, in which it is shown that the destruction during 1911 was a little less than the previous year, and is estimated at $450,000, including damage to young growth. There were 637 fires recorded which burned over an area of 160,000 acres, a little less than one-third of the area burned in 1910. Systematic efforts, looking toward the control of forest fires, have reduced the average area of each fire from 667 acres in 1909 to 250 acres in 1911, but it would appear that the average damage per acre burned over is steadily increasing, it having been sixty-six cents in 1909 and $2.80 in 1911.

Good Time Planned for Memphis Lumbermen

The entertainment committee has announced that an annual picnic will be given under the auspices of the Lumbermen's Club of Memphis, Saturday, June 29. It has been customary for the club members to have an annual outing to which their friends were invited, but this year the committee has provided something a little different from the events of the past.

The steamer Pattona has been chartered and will leave the foot of Monroe avenue at 9 a. m., returning about 9 p. m. It will be at the service of the club throughout the entire day. All of the members of the club are expected to provide basket lunches for themselves and their guests. The luncheon is to be served on board the boat.

Music will be supplied by a good orchestra throughout the entire day, furnishing ample opportunity for those desirous of dancing to do so. The ladies will be given an opportunity of playing bridge, if they so wish. Prizes will be provided to make the game as attractive as possible. The members of the club are requested by the committee to bring their baseball paraphernalia in order that there may be a game of ball during the day. It is not specified whether this will take place on the boat, in the water or on land. The committee assures all those who attend that good fishing will be provided, and insists that all members bring fishing tackle and bait.

The committee which has arranged the foregoing program is composed of J. W. Dickson, chairman. F. E. Stonebraker, W. A. Ransom, S. C. Major and R. J. Lockwood.

New Tennessee Concern

The East Tennessee Lumber & Development Company is the style of a new organization at Bristol, Va.-Tenn. The new organization will develop timber lands in eastern Tennessee and is capitalized at $300,000. The principals in the new concern are C. L. Morris of Morristown, Tenn., J. A. Smith of Bristol and C. J. King of Pennsylvania. The exact location of the mill has not yet been announced, but definite plans for the exploitation of the company's timber are already under way.

New Chicago Hardwood House

The newest acquisition to the Chicago trade is the partnership of Osgood & Richardson. Both the principals are well-known in local circles. George B. Osgood for a number of years has represented the Lamb-Fish Lumber Company of Charleston, Miss., in the Chicago territory. A. M. Richardson was formerly Chicago manager for the Vollmar & Below Company of Marshfield, Wis.

The new organization will exclusively represent the Lamb-Fish Lumber Company in this territory, and will also handle a large quantity of northern hardwoods and western pine. In addition it has hardwood mill connections in the South at other points.

Mr. Osgood will specialize in the handling of gum, which is one of the largest products of the Lamb-Fish Lumber Company's mill.

Osgood & Richardson are located at 943 Peoples Gas building.

Quebracho Wood

The Forest Service has just issued a pamphlet under the above caption treating of the importance of Quebracho wood as a producer of valuable tanning extract. This is a South American

species, yielding an extract much used in the United States for tanning high-grade leathers. To all appearances the supply of Quebracho is inexhaustible. It is claimed an average acre will yield two tons of the wood.

The tree never grows in pure stands, but is scattered through open forests of many species. It usually attains a height of from fifty to seventy feet, and a diameter of from two to four feet.

The heart-wood of the tree is one of the hardest, heaviest and most durable woods known. Highly tempered tools are required to work even the green young wood. As an evidence of weight, nine Quebracho ties of the size used in Argentina, weigh a ton. The principal value of the wood lies in its tannin.

Quebracho wood and extracts are the leading exports of Argentina, and since the beginning of the exportation of these commodities in 1888, the trade into the United States has increased steadily. In 1910 thirty-eight per cent of the tannin material used in the United States was from the Quebracho.

Aside from its use in the production of tannin, the wood serves a useful purpose in making cross ties, and a great many other articles in which strength, toughness and durability are required. In fact it is used for more purposes than any other wood of Argentina.

Some Large Live Oak Trees

It is claimed that near Charleston, S. C., stand the largest live oak trees in the world. The largest of these has a circumference of 36 feet 6 inches, and a spread of crown of 126 feet. The age of the tree is impossible to compute.

At the same place there is another tree 27 feet in circumference. Another tree in the same state has a circumference of 25 feet and a spread of 125 feet. These dimensions are much greater than the dimensions of the famous old English oaks.

Forests of French Gaboon

In an article in the Timber Trades Journal of England, it is stated that Gaboon, of all the French colonics, is the most favored as regards forest growth. It contains a great variety of species, and has the advantage of having a quantity of its wooded area in proximity to the coast. If all this forest were exploited systematically, one could keep within bounds by felling the trees on an average of every fifty years.

The exploitation of forests has not proceeded with any great degree of system. The woods most important, as far as exports are concerned, are mahogany, redwood, okoume and ebony. The total exports for 1910 aggregate 58,844 tons.

There are common characteristics of the different groups of woods growing in Gaboon that make them clearly definable. Most of them have their veins running directly to the fibers of the tree, clearly marked and decisive, darker in the heart and varying from yellow to very light pink, but in some instances groups of fibers are found running in the opposite direction. Consequently special effort is required to polish these woods. The wood is rarely figured, or has any indication of design in it. They are generally tough but light.

Statistics from Nashville

It is authoritatively announced at Nashville, Tenn., that the capital and investment in the Nashville lumber business aggregates $4,795,000, and that Nashville concerns do an annual business of 15,800 cars of lumber valued at $10,145,000. The approximate amount of lumber on hand at present is 125,000,000 feet while the annual amount handled in and out is 450,000,000 feet. Nashville factories consume about 100,000,000 feet of lumber. Its plants produce more than the combined output of all factories south of the Ohio river. Tennessee hardwoods form the bulk of lumber consumed in the Nashville market. This city handles practically the world's supply of red cedar, and is one of the greatest markets for chestnut. Thirty-five per cent of the area of Tennessee is still covered by forests and this fact, combined with the excellent facilities for rafting logs on the Cumberland river, helps to give Nashville its prestige. It is estimated that along the banks of the Cumberland there are still 1,570,000 acres of merchantable timber running to oak, hickory, ash, poplar, walnut, chestnut and cedar. The lumber, stave and handle traffic into Nashville is an important feature of the upper river steamboat business.

Wesley W. Whieldon

On May 31 Wesley W. Whieldon, prominent in hardwood circles, died at Huntington, W. Va., and was interred several days later at Fredonia, Pa. Mr. Whieldon was fifty-three years old on the day of his death.

The deceased had been prominently identified with hardwood interests for a great many years. He was connected with the Buffalo Hardwood Lumber Company, having built its sawmill at Fitzhugh, Miss., about fifteen years ago. He was vice-president of the Eureka Hardwood Lumber Company at Becton, Ark., in which concern the Buffalo Hardwood Lumber Company is interested. For the past four years he has been general manager of the Dimension Lumber Company at Catlettsburg, Ky.

About ten years ago Mr. Whieldon was surveyor general for the National Hardwood Lumber Association. He was a man of high purpose, and was held in high esteem by members of the trade. He was an active church worker. He is survived by his wife, a son seventeen years old and a daughter fourteen years of age.

Robert B. Wheeler

Robert B. Wheeler of R. B. Wheeler & Co., one of the most respected and best known lumbermen of Philadelphia, Pa., died June 19 at his residence in Wilmington, Del., after an illness that has been more or less marked for a year. His death will be keenly felt by every lumberman who came in contact with him, as he was a man, whom to know was to love. He was always the kindly courteous and perfect gentleman. He was sixty-two years old and is survived by a widow and one son R. C. Wheeler. Both have the heartfelt sympathy of the lumber trade throughout the country.

Something Odd in Advertising

The Lamb-Fish Lumber Company of Charleston, Miss., has just issued a distinct novelty in advertising in the form of a pocket computing table, calculating freight rates per thousand feet on hardwood lumber of different thicknesses. The table is composed of a cardboard sheet, containing the freight rates and the weights per thousand feet, which slides through a celluloid cover with a slot along which are shown the various thicknesses. In this way it is possible, by sliding the scale, to tell the exact rate and weight of various thicknesses of lumber. It is an extremely clever computation, and one that is of a decidedly useful character.

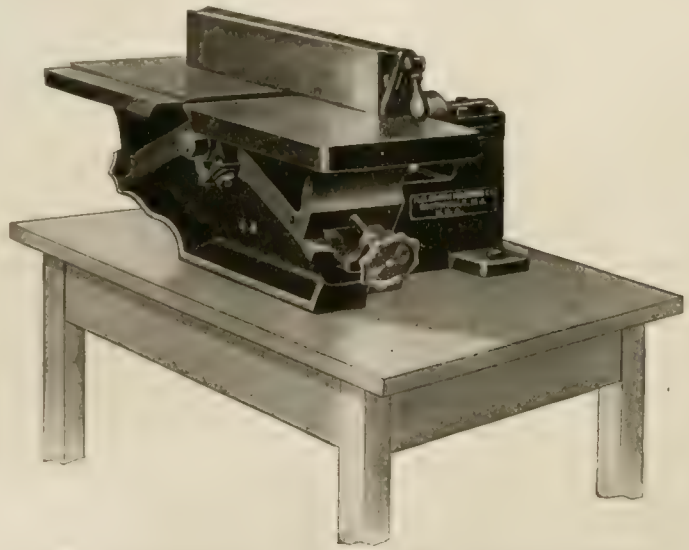
A Useful Institution

The latest catalogue of Wyman's School of the Woods, a forestry school of practical purpose, conducted at Munising, Mich., has just been received. The catalogue gives in detail the curriculum, and the opportunity for practical work afforded students of this school. It is one of the few forestry schools in the country combining with a thorough theoretical training, sufficient practical work to adequately fit the graduates for active service.

An Innovation in Planers

The H. B. Smith Machine Company, Smithville, N. J., has met with marked success in marketing its bench hand planer and joiner No. 85-A. This machine is especially designed to meet the demand for small low-priced hand planers or joiners, and can be relied upon to give thoroughly satisfactory results on small work.

The general construction is of the usual high character turned out by the Smith company, and the machine contains a number of special features of merit. The tables have a horizontal movement to and from the cutter head for protecting cutters, besides a vertical adjustment for depth of cut. The guide is provided similar to the larger machines, tilting for beveled work, and securely clamped in the required position. The general character and special features of the machine make it one which should be decidedly advantageous to a concern doing this class of work.



NO. 85-A BENCH HAND PLANER AND JOINER MANUFACTURED BY THE H. B. SMITH MACHINE COMPANY, SMITHVILLE, N. J.

Meeting Memphis Lumbermen's Club

The Lumbermen's Club of Memphis, at its meeting Saturday, June 15, transacted very little business. The meeting was well attended, there being about fifty-five members and visitors present. The usual luncheon was served. F. B. Robertson was in the chair.

Practically the only subject that came up for consideration was that of joining the Memphis Manufacturers' Association in the maintenance of the traffic bureau established by the latter.

The Memphis Manufacturers' Association, a short time ago, decided that it was necessary to have a man to look after rate and other traffic problems and empowered S. B. Anderson and J. M. Tuther to make the necessary arrangements. This bureau is regarded as possibly somewhat temporary in character, though this will depend upon whether or not the Memphis Freight Bureau, the Lumbermen's Club of Memphis and the Memphis Manufacturers' Association can get together on the formation of a permanent bureau to do this work. Negotiations to this end have been under way for some time among these three organizations. In the meantime the bureau, which has already been established, will look after rate and other similar matters for the members of the Lumbermen's Club and for those belonging to the Memphis Manufacturers' Association.

This was the last meeting of the summer season. Adjournment was taken until some time next fall. In the meantime, if there is any special business demanding attention, the president is empowered to call the members together.

A Deserved Promotion

G. M. Chambers, formerly manager of the Philadelphia offices of the Kendall Lumber Company of Pittsburgh, has recently been made secretary and general sales manager of that company with headquarters at the Pittsburgh office. Mr. Chambers is succeeded by his former assistant, who becomes eastern representative with offices in the North American building, Philadelphia. W. M. Chambers, a brother of F. M. Chambers, is now manager of the company's offices at Fairmont, W. Va.

G. M. Chambers, who by his affable manner and keen business sense has won the reputation of being one of the best salesmen in the East, is from Maryland. He was born in 1885 in Baltimore, and was educated in the public schools of that city and in the McDonough Military Academy. He began his business career in the testing department of the Baltimore & Ohio railroad of Baltimore, and in the course of time became the lumber buyer for that company. In 1905 he became associated with the Kendall Lumber Company as assistant secretary and when the company opened its Philadelphia office October 1, 1910, he was made manager, in which capacity he has served up to the present time.

The Kendall Lumber Company is an extensive manufacturer of hemlock and hardwood, with mills at Ohiotyle, Pa., Kendall, Md., Crellin, Md., and Alexander, W. Va.

Furniture Trade in Spain

Valencia is one of the most important centers of Spain for the manufacture of chairs and miscellaneous furniture. The present prospects for the importation into this district of opera chairs and chairs for other places of amusement are not particularly encouraging. With the exception of trial samples of office furniture and barber's chairs, no furniture of any kind has been imported into Valencia for eight years. It is a fact that the greater part of the lumber used by furniture factories is imported, as is the bulk of the modern machinery employed. High tariff on imported furniture effectively excludes foreign competition.



A. LYNCH WARD, LYNCHBURG, VA., RECENTLY ELECTED DIRECTOR OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.



W. H. SILL, MINNEAPOLIS, MINN., RECENTLY ELECTED DIRECTOR OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

American firms have introduced a few samples of American styles into the Valencia district, but instead of resulting in orders they simply gave the local manufacturers an opportunity to acquire American style, which they have done with marked fidelity in form and appearance.

There are no importing merchants or jobbers in foreign furniture in Valencia. It seems to be taken for granted by the local trade that there is no possibility of successful competition from abroad.

Fire Protection Progressing

That the general movement in Wisconsin and the entire state of Michigan looking toward the elimination of forest fires is not only successful in operation, but is attracting a great deal of public attention is evidenced in an article in a daily paper of Munising, Mich. The article appears on the first page and is intended to analyze the situation in that territory regarding forest fires, and to show the workings of the Northern Forest Protective Association. The latest move made by this association is to mount its rangers, by which they are enabled to cover a much larger territory much more frequently.

This association was the father of the forest fire fighting movement in the North, and its excellent example has led to the formation of similar organizations by the National Hardwood Manufacturers' Association, and also an association of the same character at Quebec.

The primary object of these organizations is to educate the public to the grave possibilities of forest fires, and to get their co-operation in keeping fires to the absolute minimum.

The question of fire prevention in forests is responsible for a gathering of timber land owners and sawmill operators of northern Wisconsin at the Hotel Athern in Oshkosh on June 12. R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, was directed to investigate the sentiment of the Wisconsin timber land and sawmill owners by mail, and to be ready to report at a subsequent meeting.

Discussion of the fire question brought out the fact that ninety per cent of fires in Wisconsin are due to either carelessness in handling fires by settlers, or to sparks from locomotives. There is a considerable diversity of opinion between lumbermen and the state forest department. The canvass of the land owners present showed that representatives of 450,000 acres of timber land are willing to help support the fire patrol. It was agreed that the basis of assessment should be the acreage held by each individual of the company.



EARL PALMER, PADUCAH, KY., RECENTLY ELECTED DIRECTOR OF THE NATIONAL HARDWOOD LUMBER ASSOCIATION.

An Omission

On account of not being able to secure photographs, HARDWOOD RECORD was unable to print in the last issue the three accompanying photographs of recently elected directors of the National Hardwood Lumber Association. The three gentlemen, A. Lynch Ward of Lynchburg, Va., W. H. Sill of Minneapolis, Minn., and Earl Palmer of Paducah, Ky., are too well known in association affairs and to the trade at large to need an introduction.

The Lumber Law Review

The National Lumber Manufacturers' Association has just issued the fourth edition of volume 1 of the pamphlet under the above caption. This information is published monthly by the National Lumber Manufacturers' Credit Corporation, and reviews rulings of courts of last resort of every state in the Union where the opinions handed down deal with lumber or wood products. It also reviews the opinions of the United States Supreme court and of courts of minor jurisdiction in New York state.

The comment on a decision of the appellate court of Alabama referring to the sale of certain timber is of interest. It was held in the decision that trees growing on land being a part of the

land can only be conveyed by an instrument executed and witnessed in the form of a deed as described by statute, and that contracts for the sale of standing trees specifying the time in which they must be removed, in general confer no right to cut and remove trees after the time fixed. But if the instrument actually conveys the legal title to the trees, the grantee will be allowed a reasonable time in which to remove them.

It was shown that in another decision, bearing on the acceptance of an order, a purchaser gave a written order for goods, and the seller on receiving it executed it by shipping the goods. It was held that the contract was mutually binding although the order provided that it was not to be binding unless it was signed by the parties thereto, and there was no written acceptance of the order by the seller.

To Install New Mill

It is reported from Crestmont, N. C., that the Champion Lumber Company has just arranged for the installation of a complete new sawmill outfit, including a double band mill, which will add to the present capacity about 125,000 feet daily. The company is erecting a mill of large proportions to be fitted with regular band saws, resaws, edgers, trimmers and every other modern contrivance known to the sawmill.

The Champion Lumber Company owns the former property of the Pigeon River Lumber Company, and is a concern subsidiary to the Champion Fiber Company of Champion, N. C., one of the largest producers of wood pulp in the world.

Cut and Shipments of Wisconsin

The Northern Hemlock and Hardwood Manufacturers' Association has just issued a summary of the cut and shipments of forty-seven firms of that association in May, 1912, compared to those of May, 1911. The summary of the report shows that the cut of all hardwoods in May, 1911, was 28,644,000 feet and in May, 1912, 20,643,000 feet. Shipments, however, are very encouraging. Shipments in hardwoods for May, 1911, aggregated 13,077,000 feet and in May, 1912, 18,423,000 feet. The cut of hemlock during the two months was practically the same, being 31,529,000 feet for May, 1911, and 31,629,000 feet for May, 1912. On the other hand there was a material increase in shipments. The total shipments for May, 1911, were 26,023,000 feet, and 41,590,000 feet for May, 1912. This represents aggregate shipments during May of last year of 39,100,000 and for May this year 60,013,000. The cut during May, 1911, of both hemlock and hardwoods was 60,173,000 feet, and in May, 1912, 52,272,000.

The cut of ash showed a very material falling off and a more marked increase in shipments during the year. The cut of basswood decreased by almost three-fourths and the shipments by almost one-half. In birch there was a decrease of almost 2,000,000 feet in cut and an equal increase in shipments. Elm showed a decided falling off in cut with a slight increase in shipments. The cut of maple was maintained about as last year, while the shipments were almost double. In oak the cut was about half of May, 1911, while the shipments were about equal.

Summarizing, the report represents a sixty per cent increase in hemlock shipments with cut maintained, and a twenty-eight per cent decrease in hardwood cut. Hardwood shipments increased forty-one per cent while the total increase in shipments was fifty-three per cent. The total decrease in cut was thirteen per cent. There are two pertinent facts established. While undeniably, unfavorable weather and market conditions account to an extent for the thirteen per cent decrease in cut in this important lumber district, it is an equally undeniable fact that each year sees increasing cessations of operations because of exhausted timber supply. This condition brings to mind the inevitable conclusion—the time when lumbering in the North as it is now conceived will be but a memory.

On the other hand just cause for optimism can be seen in the fact that there was a fifty-three per cent increase in shipments, a fact that would indicate a near approach to normal consumption at present.

Opposes Reforestation

That there are two sides to the question of the advisability of reforesting denuded areas, under government or state supervision, is evidenced by occasional expressions of opinions by practical men in opposition to that project. One of the latest and most decided opposers of reforestation, as it is proposed to be put into effect in Wisconsin, is A. W. Brown of Rhinelander, of the Brown Brothers Lumber Company and a former congressman. Mr. Brown contends that the area which it is proposed the state control comprises 1,500,000 acres, and he asks if it is reasonable to plant a crop there which it will take a hundred years or more to mature, and to turn this region back to the forests to make a home for wild animals, and a playground for the idle rich of the cities.

Mr. Brown contends that the area will be bought by the tax-payers but will pay no taxes; that the policy will arrest the development of that portion of the state and stop the growth of every little village within its borders. He contends further that no mill in northern Wisconsin can escape the high cost of raw material on account of that territory being withheld from the market. The railroads will carry no freight to or from the territory.

Mr. Brown's remarks are certainly worthy of consideration, but the question is so broad that no one man's opinion should govern it one way or the other.

Independent vs. Combined Skidder and Loader

The millman is frequently confronted with the problem of how to get out the requisite number of logs to keep his mill in constant operation. The difficulty is to maintain an equal basis of operation between the skidder and the loader. Some operators contend that this can be done with more certainty when skidder and loader are used separately and independently.

By combining the skidder and loader in one machine it is said to have a tendency to demoralize the working force in the woods, at times leaving part of them idle. As a direct result, the mill is apt to be tied up on account of lack of logs. This is notably true when skidding is difficult and the loading crew can not be kept busy.

Under ordinary conditions a log loader will handle about the same amount of timber each day as long as the logs are piled at the sides of the track. On the other hand, the skidder is dependent entirely on the character of the timber and its proximity to the track. With timber located at the extreme limit of the haul in rough country, the machine would probably do a fourth as much work as under favorable conditions.

When the skidder is working to the maximum capacity, it is usually capable of taking care of more logs than the loading machine can handle. As a consequence it is necessary to stop skidding and let the crew loaf or put them to some work that breaks up the organization. The alternative is to leave the surplus beside the track to be loaded later at increased cost.

A further disadvantage is that the combination machine is entirely thrown out of use by an accident to either end of the operation. In either case the crews of both machines loaf, and the mill is liable to be tied up.

In operating an independent skidder and loader, the utility of the skidding machine makes it practicable to move frequently enough to skid the logs to the track at the nearest point. Thus by using the skidder as an independent factor, working constantly to the best advantage, it is possible to keep the loader and both crews busy constantly.

The question of the most advantageous type of machine has been pretty broadly discussed. There are definite advantages to be derived from the combined skidder and loader, and the millman contemplating investing in an outfit would do well to consider the merits of each type before purchasing.



CLYDE INDEPENDENT SKIDDER.

Hardwood Manufacturers' Association

It is reported from the Cincinnati office of the Hardwood Manufacturers' Association of the United States that Secretary Doster is making a tour through the mills of the producing sections, studying conditions and accumulating information that will be of benefit to the association membership.

The association reports a steady demand for all hardwoods, with shipments getting back to about normal since the return of good weather. Reports from producing sections are very encouraging, and mills should be able to take care of all business with a reasonable degree of promptness.

The report of market conditions and prices obtained during the past thirty days is now being compiled by the association, and will soon be forwarded to the membership.

A Book of the Woods

HARDWOOD RECORD is in receipt of an unusual publication from the office of James D. Lacey & Co., the notable timber land factors. The book is in pamphlet form, and is an excerpt from the forthcoming work upon the wonders of the western woods. H. D. Langille, coast manager for James D. Lacey & Co., is the author of this chapter.

The pamphlet is written in an intelligent and thoroughly interesting manner, and is profusely illustrated with a great many engravings—some in colors—of beautiful bits of scenery in that remarkable country. It is a publication of extreme merit, and if the chapter already on hand is a criterion from which to judge the character of the whole book, it will certainly be a publication worth having.

Imports and Exports for April, 1912

Reports for April, 1912, show an increase in the import value of wood and manufactures of wood over April, 1911. The total value of this type of imports during this month was $3,618,000. There is a noticeable decrease in the value of mahogany received in this country during the month, the total for April, 1912, being $237,000. The value of logs and round timber brought in was $133,000, which is more than triple that of April last year. The total value of pulpwood received here was $293,000, while boards, planks, deals and other sawed lumber, amounting in value to $1,031,000, were imported from foreign countries. The total value of all wood pulp received during the month was $9,048, a very noticeable increase during the year.

A comparison of the export value of the same commodities during April, 1911 and 1912, shows a falling off of almost $600,000. The aggregate value of wood and manufactures of wood this year was $8,796,000. There is also a decrease in the furniture export from $600,000 to $550,000. The box export stood about on an even basis, while the export value of sash, doors and blinds doubled. There was a very slight falling off in the value of boards, planks, deals, joists, scantling and other manufactured lumber, the total for April, 1912, being $4,465,000. The value of hewn timber shipped from the United States during April was $1,142,000, a decrease of about $50,000. There was also a decrease in the shipment of logs and other round timber of about $75,000, the aggregate last April being $406,000.

Reforestation on Pennsylvania System

The Pennsylvania Railroad has for ten years been one of the strongest advocates of applied forestry in the country, and during this period of time has planted in the neighborhood of four and a half million trees. For some time the company has maintained a nursery at Morrisville, Pa., and during the past year shipped from there over 500,000 trees for permanent planting on the railroad right-of-way.

The nursery at Morrisville contains thirty-six acres which are utilized to the fullest in the production of forest species. Not only is the company doing extensive work in reforesting its property, but it is applying the rules of conservative forestry to its already wooded holdings. At present about 1,500 acres are being worked on a conservative basis, from which it is expected to cut some 750,000 feet of lumber during the year. The object in each case is to maintain the tracts in a productive condition, thus not only maintaining a constant source of supply for ties and such material, but improving conditions regarding run off and floods.

The road last year produced about 215,000 bushels of charcoal. It also maintains treating plants, in which it can treat vast quantities of ties and timbers.



Unique Autograph

The accompanying unusual illustration is the reproduction of an original design of J. V. Hamilton, the walnut log man of Ft. Smith, Kan. Mr. Hamilton has sent into HARDWOOD RECORD offices some of the most unique and striking advertising copy which it has ever had the pleasure of running. His ideas are not only unique, but practical, and lack the ridiculous feature which unusual copy of this type sometimes betrays. The signature can be plainly deciphered in the accompanying cut.

The American Lumber Industry

The 1912 report of the National Lumber Manufacturers' Association entitled "The American Lumber Industry" has just been issued from the offices of Manager Leonard Bronson. The book is well bound and printed, and contains the complete proceedings of the Cincinnati meeting of that association. It contains the papers on forest conservation, lumbermen in the wood using industries, workmen's compensation, fire hazard in timber, the trust question, industrial co-operation, lumber prices and cut-over land development. As usual the book is of a character to render it a distinct acquisition to the library of any one interested in the lumber business.

Miscellaneous Notes

The Index Piano Bench & Cabinet Company has been incorporated with an authorized capital of $10,000.

The Furst Lumber Company of Wilmington, Del., has been incorporated with a capital stock of $100,000.

The M. L. Hudson Lumber Company recently began the manufacture of tables and boxes at Shreveport, La.

The plant of the King Lumber Company, Peebles, O., was recently destroyed by fire entailing a loss of $15,000.

The Wood-Drewett Lumber Company, Ltd., Winnfield, La., has been incorporated with an authorized capital stock of $100,000.

The L. E. Campbell Lumber Company, Meridian, Miss., announces that it has installed a single eight-foot band mill in the Meridian plant.

Herbert E. Stiles associated with the lumber trade in Grand Rapids, Mich., was married on June 8 to Miss Anita Walker. The couple will reside at Sparta, Mich.

Fire recently destroyed the pier, warehouse and ice house of the Napoleon Cypress Company of Napoleonville, La., entailing a loss estimated at $10,000 partially covered by insurance.

The Hardwood Lumber & Manufacturing Company has been organized at Helena, Ark., with $10,000 capital stock. The headquarters of this concern are in Chicago, but it will operate in Arkansas.

The Florence Lumber Company has been incorporated at Florence, Ala., with a capital stock of $10,000. The incorporators are U. O. Redd, R. C. Redd, John R. Tuthill and the Bear Creek Lumber Company.

The Paxton Lumber Company of Bristol, Va.-Tenn., recently acquired a large tract of hardwood timber near Charleston, W. Va., and has erected a modern mill near that city. The capacity of the mill is approximately 25,000 feet daily.

The Knox Lumber Company, Bronson, Tex., will develop 50,000 acres of timber land estimated to contain 650,000,000 feet of timber. The company will build a big saw and planing mill, and has already begun the construction of a thirty-six mile railway.

The D. B. Murphy Lumber Company is the style of a new organization at London, Ky. The firm has a $50,000 capital and will engage in the general lumber business, including the purchase of timber land and the manufacture of lumber, cross-ties and staves.

The Gate City Manufacturing Company is a new concern that will commence business at 1108-12 Nicholas street, Omaha, Neb., about July 1. The new company will manufacture high-grade vehicle poles and patent truss rod supporting surreys. This will give Omaha the only pole factory in the West.

The Campbell Lumber Company, Inc., Scottsburg, Va., has been incorporated with a maximum capital of $25,000; minimum, $10,000, for the purpose of doing a lumber business. The officers of the new company are George Cawley, president; R. F. Miller, vice-president; M. J. Campbell, secretary and treasurer.

Kirk & McConnell of Bay Minette, Ala., have recently purchased 4,000 acres of fine hardwood timber near Latham, which they will cut up and put on the market. They are at present constructing a mill on the river at Tensaw for the purpose of turning out the timber, and will endeavor to have it in operation by the end of ninety days.

The Nahon Company, Manhattan, New York City, N. Y., has been incorporated with a capital stock of $150,000 for the purpose of manufacturing and dealing in furniture, etc. The incorporators are Edward E. Nahon and Henry J. Nahon of One Hundred and Forty-seventh street and Convert avenue, New York City, and Wm. H. Gay of Grand Rapids, Mich.

The J. W. Johnson Company of Lexington, Ky., has been incorporated with a capital stock of $100,000 to deal in timber and real estate and manufacture lumber, etc., in Quicksand, Breathitt county, Ky. The incorporators are J. W. Johnson and P. A. Rutledge of Lexington, Ky., G. A. Koontz, M. A. Simms and E. E. Williams of Huntington, W. Va.

The St. Clair Land & Lumber Company, with office and headquarters at Birmingham, Ala., is one of the largest additions to the hardwood trade in the South. It plans to erect a mill near Stuart, Ala., and to cut logs from timber tracts owned by the company, containing approximately 12,000,000 feet of standing timber. The mill will have a daily capacity of 35,000 feet.

The New plant of the Grand Rapids Lumber Company, Grand Rapids, Mich., is now in operation, although there is still considerable machinery to be installed. The building is 192x102 feet, two stories in height, of mill construction and fenestra walls. The power plant is in a separate building. Electric power is used and each machine is driven by an individual motor.

It is announced from Ashland, Ky., that C. M. Crawford and L. Isaacson of the Yellow Poplar Lumber Company, located at Coal Grove, O., have purchased the controlling interest in that concern from Mrs. E. R. Gordon. It is reported that the amount involved was $500,000. The Yellow Poplar Lumber Company has always been a notable specialist in the manufacture of poplar, but has recently entered heavily into oak manufacture.

The Burge Manufacturing Company has recently been organized at Houston, Tex., for the purpose of manufacturing show cases, high-class fixtures for banks, hotels, etc., and a specialty will also be made of hardwood interior finishing for business buildings and residences. The new concern has procured a factory site and a splendid factory building, and is now installing a great deal of up-to-date machinery. It expects to begin operations within thirty days. The officers of the company are R. A. Burge, president and general manager; C. H. Myers, vice-president; C. D. Woodburn, secretary-treasurer, and O. H. Hebbeln, superintendent.

Hardwood News Notes

CHICAGO

The first year book of the Lumbermen's Club of Chicago has just been issued to members. The book contains the usual information contained in a year book, and is attractively gotten up and bound in blue, with the insignia of the club printed in colors on the cover. The charter of the club, its by-laws, officers and committees are printed in full, as well as a full list of the resident and non-resident membership.

It was announced in HARDWOOD RECORD of last issue that H. S. Sackett formerly in charge of the Chicago office of the Forest Service had just taken charge of the Chicago office of the Munson-Whitaker Company, forester, New York, N. Y. The firm has just issued a card of announcement to this effect, which it has distributed to the trade at large.

As HARDWOOD RECORD goes to press the Lumbermen's Golf Association of Chicago is getting ready for its annual meeting at the Beverly Country Club links near Chicago. The association is supported by some of the most eminent members of the local trade, and is one of the most successful organizations of lumbermen in the city. Results of the various matches will be published in the next issue.

F. J. Kuny of the Williamson-Kuny Mill & Lumber Company, Mound City, Ill., has been spending several weeks in Chicago on a business and pleasure trip. Mr. Kuny states that the interests of his concern are in good shape, and that it is well sold up on practically all of its stock.

F. A. Diggins, Cadillac, Mich., ex-president of the National Hardwood Lumber Association, was a Chicago visitor to the National Republican Convention.

E. A. Swain of the Swain-Karmire Lumber Company, Shelbyville, Ind., has been in the city for some little time, taking in what he could of the republican convention.

R. S. Huddleston, general manager of the Otis Manufacturing Company of New Orleans, was recently in the city for several days strictly on a business trip.

U. S. Epperson, the widely known insurance man of Kansas City, spent the last two weeks in Chicago, where he is combining business with what pleasure can be derived in the turmoil and crush of the republican convention.

Max L. Sondheimer of the E. Sondheimer Company, Memphis, Tenn., has been in town for several days and registered his application for membership at the Chicago Lumbermen's Club.

J. M. Pritchard of Memphis was one of Chicago's recent prominent visitors.

John Whitesides, a commission man in hardwoods and Pacific coast stock, with headquarters in Little Rock, Ark., spent several days of last week in Chicago. While in town he entered his application for membership to the local lumbermen's club.

C. H. Weidman of Mason, Wis., spent a few days of last week in the city.

J. P. Attley of the Ross-Attley Lumber Company of Heth, Ark., was in town for several days recently conferring with J. M. Attley of the local office.

It is announced that the Paepcke-Leicht Lumber Company of Chicago has increased its capital stock to $1,250,000. No details of the increase are available.

One of Chicago's most prominent visitors of late was W. H. Greble of the Three States Lumber Company of Memphis, Tenn.

Secretary E. E. Hooper of the Lumbermen's Association of Chicago, has announced that the formal opening of the new quarters of the association in the Stock Exchange building will occur on Thursday, June 27. Mr. Hooper also announces that the annual picnic will occur about July 16.

David Wolf of the Wolf-Lockwood Lumber Company of Grand Rapids, Mich., was in town in attendance at the National Republican Convention.

The Hon. J. B. White of Kansas City, Mo., was one of the most distinguished visitors locally during last week.

G. W. Jones of the G. W. Jones Lumber Company, Appleton, Wis., recently passed through Chicago on his way to the Arkansas mills of that concern.

S. B. Anderson, president of Anderson-Tully Company, Memphis, Tenn., was in Chicago on business a few days last week.

A novel announcement of the coming meeting of the National Commissary Managers' Association was received at HARDWOOD RECORD offices recently. The association will meet August 20, 21 and 22 at the Sinton hotel, Cincinnati. Those interested in the association will need no detailed description of the notice, as they probably have already been startled by the character of the letter.

H. C. Walker, known by the trade as "Bird's-Eye" Walker of the Walker Veneer & Panel Works, Chicago, is spending a couple of months at Long Lake, Mich., with his family.

NEW YORK

Some surprise was expressed in the trade at the petition in bankruptcy filed against Gouverneur E. Smith & Co., wholesale hardwoods, 17 Battery place, City, recently. The firm is composed of Gouverneur E. Smith, George J. Dittmar and S. D. Walker. The petition alleges the firm is insolvent and has made preferential payments. Lindsay Russell has been appointed receiver with bond of $40,000. It is stated that the liabilities are about $275,000 and the assets $75,000.

The court has dismissed the petition in bankruptcy filed in December, last, against James A. Noone, wholesaler of hardwoods, 99 Nassau street, City, on the consent of the creditors. Mr. Noone denied insolvency.

The old established house of F. L. & A. Heidritter, wholesalers and retailers of Elizabeth, N. J., have incorporated under the style of the Heidritter Lumber Company to succeed the old house along the same lines. The officers are: A. Heidritter, president; H. E. Wolff, vice-president; F. O. Walter secretary and treasurer; F. R. Wallace, manager, and A. U. Poppenga, superintendent.

The large mill and lumber yards of A. W. Booth & Bro., of Bayonne, N. J., were completely destroyed by fire June 9, entailing a loss of $200,000, fully insured.

Hazard, Hillman & Harris, Inc., have closed their local selling office at 90 West street, and have located the same at their Perth Amboy, N. J., mills and yards.

Plans are fast maturing for the annual outing of the Building Material Men's Association of Westchester county, New Jersey, comprising a majority of the lumber and building material firms of that county. The outing will be held on July 21 and will include a trip by boat from Tarrytown up the Hudson to Newburgh for dinner, thence to West Point, and home by moonlight. A large attendance and big time is anticipated.

W. L. Willich, doing business as the C. & W. Lumber Company, wholesale hardwoods, 18 Broadway, has made an assignment to Louis H. Strouse. The company was formed in April, 1906. The statement as of Jan. 1, 1911, showed assets to be $30,000, and liabilities of $11,000.

Henry Cape, the popular wholesale lumberman of 1 Madison avenue, was severely burned on June 8 while attempting to save the cook at his residence, Stamford, Conn. The cook died at the hospital later in the day from her injuries. Mr. Cape is recovering and will soon be about his duties again.

BUFFALO

The Buffalo Lumber Exchange gave its first summer outing at Cascade park, June 18. The trip of 40 miles was made in automobiles there being over twenty machines in use. Two ball games were flanked by two generous meals, set forth by the exchange's own caterer, which kept everybody busy and good natured. Capt. John F. Knox won the first game by his thirteenth run and the other was a tie.

J. B. Wall left for Memphis on the night after the lumber picnic, June 18, to look after the interests of the Buffalo Hardwood Lumber Company there. He will go on to New Orleans before he returns.

O. E. Yeager is adding quite extensively to the appearance and usefulness of his office in making the repairs called for in refitting it after the recent fire that came near wiping it out.

Fire in the yard of Taylor & Crate during the early morning of June 16 did a large amount of damage. The loss is estimated at approximately $50,000.

PHILADELPHIA

J. Gibson McIlvain & Co., recently acquired Pier 11, north wharves, with a large yard space from which the trade in the northern and eastern sections of the city will be served.

Charles K. Parry & Co. have removed to 1431

Land Title building, where they will have better accommodations for handling their business.

John H. Schofield of Schofield Bros., makes no complaint of reduced trading. He reports things running along in good style.

Joseph W. Dunwoody, a popular Philadelphia lumberman, is now associated with Howes & Russell.

John W. Coles recently made a tour of the lumber camps in Georgia, Alabama and Florida. He reports stocks much depleted and shipments precarious.

William P. Shearer of Samuel H. Shearer & Son, talks rationally of conditions. He says things are moving smoothly and that the outlook is favorable.

W. R. Taylor of the W. R. Taylor Lumber Company, reports an advance in trading during the last fortnight, and is hopeful of a fair summer business.

The Lumbermen's Exchange of Philadelphia held its regular monthly meeting June 6. William T. Betts, president, presided. Routine business only was transacted. The yearly request to members to close their yards at noon on Saturdays during June, July, August and September, was made and as usual granted, after which the meeting adjourned until September.

Fire destroyed F. R. Himmelberger's carriage works at West Reading Pa., together with seven dwellings June 17, entailing a loss of $100,000.

BOSTON

The new plant of the Standard Veneer Company, Stockholm, Me., has been completed. This new mill is considerably larger than the old plant of the company.

Alfred R. Brewer of the Hartford Lumber Company, Hartford, Conn., has purchased the business of Charles Coburn, East Hartford, and will conduct it under the name of A. R. Brewer & Co.

The M. A. Cairns Wood-Working Company, East Hartford, Conn., has started the erection of a three story brick and concrete factory, 45x 90 feet. This is being erected on the site of the old plant which was destroyed by fire a few weeks ago. When completed the company will have larger quarters which will be equipped with the latest improved machinery. The first floor of the new factory will be used as a trimming room, the second floor for cabinet work and the third floor for storage.

Clarence A. Arnold, president and treasurer of the Broad Brook Lumber Company, Broad Brook, Conn., died in Hartford, Conn., June 4 after a long illness. He is survived by a wife and nine children.

The Monarch Lumber Company has been incorporated in Augusta, Me., with a capital stock of $6,000,000. R. S. Buzzell of Augusta is president and L. J. Coleman of the same city is treasurer. Other incorporators are W. L. Odlin, E. C. Butterfield, R. L. Walters, C. L. Bouldin and E. S. McCord.

The Smith & Bent Company, recently incorporated in New Haven, Conn., will conduct a strictly wholesale lumber business. J. Gibb Smith is president and treasurer, and William E. Bent secretary of the company.

BALTIMORE

Announcements have been sent out to the trade by John M. D. Heald, surviving partner of Price & Heald, that he will continue the business under the old firm name without change in methods, and that all obligations will be assumed by him. It is very gratifying to the hardwood men generally that the old name will thus be retained in the list of active firms. The offices will be continued in the Knickerbocker building and the old force will be kept at work.

Richard Cromwell, Jr., president of the Lafayette Mill & Lumber Company, conducting a yard at Lafayette avenue and the Pennsylvania railroad, died June 11 at the Maryland University hospital, where he was operated upon five weeks before. Mr. Cromwell was forty-eight years old and a son of the late Richard Cromwell, for many years president of the Mount Vernon Cotton Duck Company. He formed the Lafayette Mill & Lumber Company years ago and had been at the head of it ever since, being also interested in other enterprises. He has been succeeded as president by his brother, C. H. Cromwell.

William F. Sippel, vice-president of the Reinle-Salmon Company, show case and office fixture manufacturer of Baltimore, was married on June 4 to Miss Marie Alice Parker of Washington. The happy couple have taken up their residence at 2420 Callow avenue, this city.

C. E. Williamson, who has been for years with Thomas Hughes, and who was before that with Carter, Hughes & Co., and also with the Iron Mountain Lumber Company, has become a member of the selling staff of Richard P. Baer & Co. Mr. Williamson will continue to cover Ohio and adjacent territory, making his headquarters at Columbus, O.

The improvement in the situation with respect to the stevedores' strike here, which for a time tied up shipping and caused a large accumulation of stocks intended for export, is indicated by the fact that the Baltimore & Ohio Railroad Company has resumed issuing through bills-of-lading. For a time no such documents were issued by the railroad company because of the impossibility of determining when a shipment would go forward.

COLUMBUS

The plant of the defunct Standard Mill-Work Company of Norwood, O., which was bid in recently at receivers sale by Judge Ferris for $90,000 has been taken over by a new corporation which was incorporated under the laws of Ohio with an authorized capital of $100,000. The new concern is the Norwood Sash & Door Company and the incorporators are Malcolm McAvoy, Henry L. Stern, F. M. Riggs, Howard Ferris and John C. Healy. The company will manufacture all kinds of doors and sashes and do a general mill-work trade.

Building activity in Columbus continues to show upward strides according to a recent report of the city building inspector. For the month of May there were buildings valued at $507,000 projected compared with $437,000 for May of 1911. From Jan. 1 to June 1 the total value of buildings projected was $2,022,000 as compared with $1,626,000 for the corresponding period in 1911. This is a gain of twenty-four per cent.

The Cleveland Hardwood Floor Company of Cleveland, O., has been incorporated with a capital of $10,000 by Charles Savage, Alfred Safran, Rose Fink, A. L. McGannon and John J. Luttner.

The American Wood Shredding Company of Akron, O., has been incorporated with a capital stock of $5,000 to do wood shredding and to manufacture pulp and wooden articles. The incorporators are Albert Myers, Frank W. Klinger, Ray R. Neal, William Neal and J. T. Wellock.

The Youngstown Hardwood Floor Company of Youngstown, O., has been incorporated with a capital of $50,000 to manufacture and lay hardwood flooring. The incorporators are George J. Harrison, Alex F. Dolwick, John J. Dolwick, Martha Dolwick and George J. Carew.

The Rowe & Giles Lumber Company of Chagrin Falls, O., has been incorporated with a capital stock of $30,000 to wholesale and retail lumber. The incorporators are George F. Rowe, Charles H. Giles, John W. Cater, Willis Ames and L. L. Patterson.

R. W. Horton, sales manager for the central division for the W. M. Ritter Lumber Company says that trade in all hardwoods is active with a good demand. Prices all along the list are ruling firm.

L. B. Schneider, sales manager for the John R. Gobey Lumber Company reports a good demand for all hardwoods with prices ruling firm in every particular. He predicts an active market for the remainder of the season.

CINCINNATI

As HARDWOOD RECORD goes to press the Lumbermen's Club of Cincinnati, is holding its annual outing at Coney Island. The entertainment committee has arranged several special features, details of which will be given in the next issue.

T. J. White, formerly representative of Bennett & Witte at Moline, Ill., but recently connected with the Cincinnati office as local salesman, has been promoted to the charge of Bennett & Witte's office at Memphis, Tenn.

Harry Freiberg, manager of the Freiberg Lumber Company, says that business is not all that it should be. This company just received 160 carloads of Mexican mahogany timber, which it will manufacture into lumber and veneer flitches. The company is erecting a large three-story concrete warehouse, where it will keep a large stock of veneer on hand.

B. F. Dulweber has built a new garage in addition to his office and stables at the main yard. Mr. Dulweber is an enthusiastic motorist. He attended the Stanley avenue hill-climb, and was one of the most enthusiastic present.

J. Watt Graham of the Graham Lumber Company says that the hardwood business is not what it should be. Fred Duling who represents the Graham Lumber Company on the road, left last Friday to spend a week in the South.

TOLEDO

Leander Bloker of Lindsey, O., died at his home in that city a few days ago, aged sixty-three years. He leaves a wife and three sons, one of whom, Calvin L. Bloker, has recently taken a half interest in the sawmill and lumber yard operated for years by the deceased.

The Yaryan Naval Stores Company expect to issue $420,000 in new preferred stock on June 29. The new issue is designed to cover the expense of additions to the plant and timber lands of the concern.

The Big Four Hardwood Company, which manufactures piano cases and table tops, reports business good, an especially strong call for these lines coming from the East. "Good dry stocks are hard to get and stiff in price," said Manager Roberts. Poplar and oak are both ruling strong.

The Manufacturers' and Merchants' Board of the Chamber of Commerce have just completed a "let's-be-friends" trip through Michigan cities and towns. There was no taking of orders on this trip it being purely a social affair. The Toledo "boosters" in the party were royally entertained at the various cities where stops were made. The Toledo board has been making these trips at stated intervals for the past two years, and has found them a great success as business getters.

INDIANAPOLIS

The Tolleston Lumber Company, Gary, Ind., has increased its capital stock to $50,000.

A dry-kiln of the plant of the Adams Heading Company, Decatur, Ind., was recently destroyed by fire, entailing a loss of $5,000.

Twenty-two modern dwellings, to cost $2,000 each, are being built by the Central States Lumber Company and Southern Lumber Company in Northern avenue. These companies will build one hundred dwellings this season to be sold on the payment plan.

Smoke consumers are being installed by the National Veneer & Lumber Company at its plant at West Michigan street and the belt railroad tracks.

H. H. Nelson, W. B. Timberlake and O. A. Timberlake have organized the Standard Cart Company at Aurora to manufacture carts and other vehicles. The company has been incorporated with an authorized capitalization of $10,000.

A long lease has been taken by the Henderson Motor Car Company on the plant of the National Casket Company. The latter company will erect at once a plant nearer the central part of the city.

F. M. Bachmann of the F. M. Bachmann Company, veneer and hardwood manufacturer, has been named on the board of managers of the Commercial Club which will look after the arrangements for the National Conservation Congress to be held here in October.

Tight cooperage will be manufactured by the newly organized Petersburg Cooperage Company at Petersburg, the principal stockholders and directors of which are E. B. Morgan, F. M. Cummings and I. H. Kerns.

EVANSVILLE

The members of the Evansville Lumbermen's Club held their annual outing at Keubler's Garden, Newburg, Ind., on Tuesday, June 11. Members and their wives and sweethearts met at the traction station at 6:00 o'clock where a special car was awaiting them. After the run to Newburg, they were met by Host Keubler and conducted to the garden made famous by the quality of eats and wine served there. The banquet was enjoyed by all. President MacLaren acted as toastmaster and introduced Senator W. B. Carleton, Elmer Luhring, Bena Young, Daniel Wertz, W. W. Halloran, Claude Maley and J. H. Moeller, all of whom responded at a lively rate. After the speech making music and dancing was indulged in until a late hour.

Maley & Wertz have started their South Evansville mill with a large stock of logs on hand. This mill is one of the largest in this section, and was formerly owned and operated by the Henry Maley Lumber Company.

F. L. Donnell, who travels in the Central states in the interest of Young & Cutsinger, was in the city last week, and says the outlook is encouraging for business.

The plant of the Evansville Store & Fixture Company has been put in operation by the International Steel & Iron Construction Company, who will manufacture store fixtures, office and bank fixtures, as well as general mill-work.

Most of the local mills are about through taking inventory, and report their stock decreased considerably. Their productions for the past six months have been about sixty per cent of normal, while shipments have been a little above normal.

MEMPHIS

There has been some rain in the Memphis territory during the past fortnight but the precipitation has not been excessive and has interfered in a limited way only with work in the woods. There is more timber in sight right now than at any time since the recent flood made its appearance. For sometime it was necessary for the owners of timber lands to confine their logging operations to uplands and ridges but the water has now receded from the lowlands and some work is in progress in the bottoms. It can not be said that conditions have yet returned to normal, so far as the St. Francis basis is concerned, but it is anticipated that satisfactory progress can be made in getting out timber at a very early date.

Owing to the fact that the timber supply has been larger and more regular, the amount of hardwood lumber produced in Memphis and the Memphis territory during the past fortnight is larger than for any period since the latter part of March. All of the mills in Memphis which were interfered with by the high water, either directly or indirectly, have resumed operations and the same is true of practically all of those throughout the Memphis territory.

Exporters are confronted with a rather serious situation in respect to the threatened advance in ocean freight rates. This advance is to become effective at an early date. Some of the exporters here are doing everything they can to get their contracts filled before the advance becomes effective because it is of such proportions as to practically eliminate all profits in such engagements. This advance will take place from all of the southern ports. Exporters have had very rough sailing during the past few months. Last winter it was almost impossible for them to secure ocean freight room and now they are confronted with an advance in rates which is calculated to make it more difficult for them to do business.

The Chickasaw Cooperage Company is preparing to materially expand. It has a large plant at Front and Sycamore streets for the manufacture of tight cooperage stock and finished barrels. It has more recently bought a tract of fourteen acres at Binghampton and will put up a plant there which will have a capacity of 2,500 barrels per day of ten hours. In addition to operating two plants at Memphis, the Chickasaw Cooperage Company will also continue the operation of the plant at Gretna, La. The decision of the Chickasaw Cooperage Company to establish a new plant at Memphis in the face of the damage done to its holdings by the recent flood is accepted as positive proof of the very great faith of this firm in the future of Memphis.

Surveys are being made for another belt line. It is planned to run this further east of the city. However, it is to come back through the milling district of both north and south Memphis and is to serve the lumber and wood-working firms in this city and immediate section. It is backed by the Frisco and Rock Island systems and the South Memphis Terminal & Warehouse Company.

The Memphis delegates to the National Hardwood Lumber Association have all returned to this city. They went to Chicago intent on securing certain changes in the inspection rules of the association but since the return they have declared themselves as entirely satisfied with what was done. They said that they regarded this meeting as one of the most successful in the history of the association and certainly as one of the most enjoyable they had ever attended.

Lumbermen here are very much interested in the announcement from Washington that the Interstate Commerce Commission, on its own initiative, has decided to make an investigation of yellow pine and hardwood rates on the Rock Island and Illinois Central, as well as about twenty-five other trunk lines operating in the West and Southwest. The commission says that, owing to the discontinuance by trunk lines of the allowances to tap lines, the former are enjoying materially larger revenues from the lumber traffic than heretofore. The commission apparently regards some readjustment, following the withdrawal of tap line privileges, as in order and the investigation is intended to reach a basis for such adjustment. Lumber interests here are not being called upon for information in connection with this subject but several prominent firms here were unfavorably affected by the decision in the tap line cases and Memphis lumbermen will doubtless be pleased to make any contribution they can in the direction of solving the problem which the commission is about to take up.

George C. Love, commissioner of streets and bridges, is making an effort to have plans formulated for a more comprehensive system of levees in North Memphis. He is in touch with several engineers who are working on the subject. The inadequate levee system in North Memphis resulted during the recent high water in very serious damage to lumber and woodworking enterprises, and lumbermen are very much interested in the proposition looking to a better system for the protection of their holdings. Mr. Love hopes to have everything in satisfactory shape before high water is again experienced.

Thomas J. White has succeeded A. G. Fritchey as manager of the affairs of Bennett & Witte, at this point. He came to Memphis from Cincinnati where he has been traveling recently for Bennett & Witte, with headquarters at that point. He has already moved his family to Memphis and will reside in this city. He has a wide experience in both the buying and selling of hardwood lumber. He says the situation and outlook are quite satisfactory.

NASHVILLE

The East Tennessee Lumber & Development Company has been incorporated at Morristown with a capital stock of $300,000. Charles L. Morris is president of the new company. Two hundred fifty thousand dollars will be spent in developing 7,000 acres of timber land in Greene and Hawkins counties. Mills will be erected and a branch railroad built.

The river mill of John B. Ransom & Co. has been overhauled and work will be begun at once on 3,000,000 feet of hardwood logs recently received from the upper Cumberland river section.

The Bonner Manufacturing Company has been organized here with a capital stock of $100,000. T. F. Bonner, former manager of the Standard Furniture Company of this city, is president and general manager of the new concern. The company has secured a good site in the western section of the city with buildings for its plant. Joseph Frank, F. C. Guthrie, F. G. Fite, Harvey Neal, T. G. Garrett, Dan McGugin, F. H. Yost and F. K. Houston, all prominent in business here, are associated with Mr. Bonner in the enterprise.

The plant in East Nashville of the F. & O. Cedar Works was destroyed by fire of unknown origin recently entailing a loss of about $15,000 partially covered by insurance.. The company had a smaller stock than usual on hand which fact reduced the loss considerably.

The pencil slab factory at Decatur, Ala., on the Tennessee river, one of the largest plants of the kind in that section, was destroyed by fire recently entailing a loss of several thousand dollars, partially insured. At this plant were cut large quantities of red cedar slabs for shipment to Germany.

T. A. Washington of the firm of Hunt, Washington & Smith, will be the official representative of the Nashville Lumbermen's Club in Louisville July 17 when Interstate Commerce Commissioner McChord will hear the milling-in-transit case in which local members of the trade are deeply concerned. The matter will, it is expected, be thoroughly threshed out. Hamilton Love of Love, Boyd & Co., president of the Nashville Lumbermen's Club, A. B. Ransom of John B. Ransom & Co., and possibly others, are also expected to represent local interests at this hearing.

LOUISVILLE

Barry Norman of the Norman Lumber Company, and R. F. Smith of the Ohio River Saw Mill Company, were recent speakers before the Louisville Hardwood Club. Both discused forest topics principally, Mr. Norman basing his remarks on government statistics as to the decrease in the timber supply, and Mr. Smith de-

voting his attention to the present distribution of hardwoods. Others who will speak in the near future are Harry J. Gates of the Louisville Point Lumber Company; Stuart R. Cecil of the Booker-Cecil Company, and Everett Haynes of the Mengel Box Company.

The sawmill of the Louisville Point Lumber Company has been running at night. The company is cutting up a lot of fine poplar logs brought down from the Big Sandy country. Ed Shippen, president of the company, has just invested $20,000 in a handsome country place on the Brownsboro road.

The sawmill of the Norman Lumber Company at Holly Ridge, La., has been put in operation again, and the effects of the recent flood are being rapidly dissipated. The sawmill of the Mengel Box Company at Rayville, La., is also in operation, conditions being close to normal, though of course some difficulty is still being experienced in handling logs.

The sawmill of C. C. Mengel & Bro. Company is running day and night just now, the demand for mahogany lumber having held up to such a point that increased production was necessary.

Wagon manufacturers have announced through their national association that owing to the high price of hardwood lumber, an advance in the price of wagons will be made effective next fall. The wagon men are looking for a better trade than they have experienced for several years.

Improvements are to be made in the baseball factory of the J. F. Hillerich & Son Company of Louisville, which is a large consumer of ash. An addition to the factory and a warehouse will be erected.

The Washington Mining & Manufacturing Company of Peak's Ferry, Ky., is being liquidated, and a final settlement of the claims against it will be made in the near future. The company operated a large sawmill near Carlisle, Ky.

MILWAUKEE

Timber land owners of northern Wisconsin met at Oshkosh to take steps for the formation of a forest fire protective association. Although the state has a system to prevent fires, the owners think it is unsatisfactory for private land and are inaugurating a system to be decided on by a committee.

The log drive of the Peshtigo Lumber Company has landed at the company's pond at Peshtigo from Lake Nocquebay. Four million feet of timber were brought. This will probably be the last large drive from that region, as the company has cut nearly all its timber there.

Fire recently destroyed the planing mill of the Johnson Creek Lumber Company at Knowlton. There was but little insurance and the company suffers a large loss. As there is a large amount of lumber and a sawmill at that place, the planing mill will undoubtedly be rebuilt.

The C. H. Schultz sawmill at Johnsville was sold under the sheriff's hammer to satisfy a mortgage held against the property by Fred Boedecker of Herman, Henry S. Luhman, Postville, Ia., holder of a second mortgage on the same property, purchased it for $3,000.

Charles Wesley Davis, pioneer lumberman and manufacturer, former state senator, and former mayor of Oshkosh, died recently at his home in Oshkosh at the age of eighty-five years. He is survived by two daughters.

James Doughty, pioneer lumberman of Oshkosh, passed away in that city June 16 at the age of eighty years. With his brother, he was for many years a dominant figure in the lumbering industry of northern Wisconsin. He was also at one time interested in the Oshkosh Furniture Company, but practically retired in 1901. Besides his widow, a son and a daughter survive him.

Operations have been resumed at the Wright sawmill at Marinette where the present supply of timber will be cut, after which the mill will be sold or dismantled.

The Krone & Van Auken Lumber Company has been organized in Milwaukee by George M. Krone and D. L. Van Auken to carry on a general wholesale lumber business in yellow pine, Louisiana red cypress and western lumber lines. The Butterfield Lumber Company of Norfield, Miss., and several other concerns will be represented by the new company. Offices will be opened at 913-914 Pabst building and the new concern will be ready for business by July 1. Mr. Krone has been engaged in the wholesale lumber business in Milwaukee for three years. Mr. Van Auken, a son of one of the members of the Bliss & Van Auken Lumber Company of Saginaw, Mich., has been representing the Pacific Lumber Company in southern Wisconsin and northern Illinois for the past year.

ST. LOUIS

The Lumbermen's Club had a noon-day luncheon last week instead of a night meeting. The number of members present was not as great as was expected owing to the fact that quite a number of members were out of the city. Some little business was brought up for consideration, but nothing of any importance was done.

The Teckemeyer & Wehinger Lumber Company suffered recently by a fire, which started in its yard, but which fortunately was put out with a loss of but $200.

According to Charles E. Thomas of the Thomas & Proetz Lumber Company, business has been better than usual with his company. He anticipates that mill conditions will be hampered because of the recent heavy rains.

E. W. Blumer of the Lothman Cypress Company reports quite an increase in the demand for cypress during the past few weeks.

Mr. Garetson of the Garetson-Greason Lumber Company, has gone to California and will be away for the next two months. He went to the Pacific coast, partly for pleasure and business.

W. W. Dings of the same company says there is quite a good call for car oak. The company's yard stocks have been almost depleted and its mills, while turning out more lumber than they did a short time ago, have not yet resumed full time.

F. C. Hanley of the F. C. Hanley Lumber Company is at the mills of the company this week studying conditions.

The Chas. F. Luehrmann Hardwood Lumber Company is having a pretty good call for nearly all items in the hardwood line. Prices have increased.

The Hardwood Market

CHICAGO

The situation locally, as HARDWOOD RECORD goes to press, is difficult to analyze accurately on account of the agitation caused by the National Republican Convention. The unusual excitement which prevails throughout the city has undoubtedly had a marked effect on business in general. However, getting under the surface of the political agitation, there seems to be a slight tendency on the part of buyers to feel out the market pretty thoroughly before buying on account of advancing prices. Local lumbermen are standing firm for the advances already made, inasmuch as they are continually having difficulty in furnishing adequate stock. There is no question but what the present advances will hold for sometime to come.

The most active factor in the Chicago trade is the hardwood yard. The local building situation is in fair shape, with a resulting demand for considerable interior finish. Wholesalers continue to complain of inability to secure stock, and in a good many instances are paying more attention to prodding up the mills than to soliciting new orders.

On the whole, the situation in the "windy city" can be said to be pretty fair considering the season of the year. While complaints are heard from numerous sources, it is the concensus of opinion that a fair volume of trade and good prices will be maintained for the summer.

Basswood, birch and plain oak are probably the strongest sellers, although low-grades of cottonwood, poplar, and gum are in active request. The upper grades of poplar are also in improved demand. Of course red gum is selling freely.

NEW YORK

The hardwood market at New York shows a very fair run of trade and prices on good lumber continue firm. Mill stocks are broken and there is a sufficient demand to keep available supplies moving freely. Mill work and other consuming branches of the local manufacturing trade are taking a fair amount of stock but in small quantities. However, the aggregate is sufficient to keep things fairly active and prices satisfactory. Poplar and plain oak are moving well. Birch, ash, beech and maple are also firm with a fair demand. Quartered oak is somewhat improved.

PHILADELPHIA

The hardwood business during the fortnight in Philadelphia and other large eastern cities, has been only fair. However, as an offset, a magnified activity has sprung up in the smaller towns which keeps jobbers busy hunting stock and hurrying shipments at mill ends. Building work is far below figures of previous years which naturally reduces the call for interior finishings. Furniture and other wholesale consuming industries are comparatively dull but prices on the whole continue firm. As to summer trading a general optimistic feeling prevails.

Oak, both red and white, continues scarce and prices are strong. Ash, firsts and seconds, heretofore a little sluggish, is in better demand. Chestnut holds its own and sound wormy is improving. Maple keeps steady, and of birch and beech no complaints are heard. Poplar in certain grades holds a good place, and cypress is moving up a little. In low grades, stocks are light and steady values prevail.

BOSTON

The local hardwood market is firm with slight advances asked in some cases, and predictions of a shortage of really desirable lumber. Already dealers who can get hold of first class stock find no trouble in disposing of it at good prices. The general demand is not keen although it is better than it has been. Some large manufacturing concerns are showing more interest in placing orders than they have for several weeks. The retail yard trade is improving. Retailers have been doing a very good business in hardwoods, and have been replenishing stocks with more freedom. Salesmen whose territory lies outside of New England appear more cheerful

in speaking of the general demand than those who solicit business nearer home. Quartered oak is moving a little better than it has been but this demand is not really active. Birch is firm. Whitewood has ruled steady and some dealers anticipate a marked increase in demand. Maple is selling well at firm prices. Walnut is still in demand at high prices with offerings limited.

BUFFALO

There is quite a little slowing up in the lumber trade now, which of course is unsatisfactory. Prices in most instances have not been maintained as they should have been. The demand is largely for high-grade plain oak. The former call for maple continues. Poplar is quiet, there being many substitutes for it in the market. Basswood is more active than formerly, though no special use of it seems to have developed. Elm, which is hard to find in large quantities is quiet.

BALTIMORE

The hardwood lumber trade situation continues to present a very promising aspect, and at this time both the demand and prices are about as good as they have been at any time during the present year. The movement is also larger than it was at this time in 1911, members of the trade reporting that they have run ahead in the quantity of lumber sold. The inquiry is sufficiently active to take care of the output of the mills, which have not so far been able to accumulate any surplus. In fact, it is decidedly larger than many members of the trade had supposed it would be, with the national election ahead and interest in political events at a high stage. The distribution in the home market has been of fair volume, while the demand from other sources has shown gratifying evidence of expansion. One of the developments of the past weeks has been a gain in trade from sections affected by the Mississippi river floods. Unless present indications fail the present year will be a notable exception with respect to the effect of political developments upon business, no general slowing up now being feared.

The range of prices is in the main satisfactory, with low-grade chestnut bringing attractive returns, and with the other stocks also higher. Common poplar also commands fair prices, with the wide stocks still decidedly sluggish. Oak is high and in good request, with all other woods holding their own or somewhat firmer. Exporters are not expectant, though they have been hampered first by the stevedores' strike here, and later by the indications of trouble abroad, which latter, fortunately, proved of short duration. The accumulations at this terminal are now being rapidly reduced, and there is every prospect that before long normal conditions will prevail. The outlook for the foreign trade is very encouraging, and exporters are hopeful of a good business.

COLUMBUS

The hardwood trade in central Ohio continues to improve in almost every line. With dry stocks low, and the demand increasing, prices have ruled firm. One of the features has been advances in oak and chestnut, while other varieties have also shown unusual strength. Building operations continue to improve as the season advances, and manufacturing establishments are in the market for more materials. This is especially true of factories making furniture, implements and vehicles. General business conditions appear to be improved despite the political unrest which is now prevalent.

Hardwood flooring is one of the strong points in the market. The market is constantly advancing, and in some sections it is almost impossible to get stocks. Quartered oak is strong and prices are firm, and the same is true of plain oak. There is a stiffness noticeable in No. 1 and No. 2 common. Chestnut is moving well and prices are strong, especially for sound wormy. There is a good demand for basswood. Poplar is firm and every size is selling well excepting the wide sizes which are a sort of drag on the market.

CINCINNATI

The local market is rather conservative. Few changes have taken place. Sales have principally been to furniture manufacturers at good prices.

Oak, both quarter-sawed and plain, has been in fair demand with moderately good supply. Plain white oak is active, but highly figured stuff is slow. Heavy stuff is also in good demand at the mills, although dealers do not care to handle it unless they are assured a good margin of profit.

Chestnut is in fair request for long, clear ones and twos. Rough and heavy stock for packing purposes, is wanted by manufacturers of machine tools. Low-grades are in abundant supply, but are slow of sale.

Red gum is active for ones and twos. Saps and commons which are used for drawer sides by manufacturers of furniture, are in good demand and scarce.

White ash is in good supply, and the demand from wagon makers is only fair. Brown ash is in good demand from the furniture manufacturers, but the supply is limited.

Poplar is in fair demand for ones and twos. Common sells well, and low-grade is active for box makers use. Box-boards are selling well and are very hard to get.

Hickory is in demand but is very scarce.

Cottonwood, basswood, buckeye, birch and other hardwoods are in demand and plentiful with the exception of white and red birch which is scarce.

TOLEDO

The local hardwood market is ruling strong at present. Stocks are badly broken and quite low, dealers finding it almost impossible to secure enough dry stock to take care of their trade. Plain red oak is in strong demand at advanced prices and quartered oak while in less call is still much used. Poplar is also strong especially in the building trades. The wide variety is weaker than heretofore on account of the substitution of iron by automobile factories for purposes for which poplar was formerly used. Red gum is very strong at the present time, furniture factories being liberal users. There is but little dry gum in the country, and holders are making the most of their stocks and holding out for the highest prices obtainable. Taken altogether there is much encouragement in the local situation for the hardwood man, the only cloud on the horizon being the difficulty of securing stocks.

MEMPHIS

The demand for hardwood lumber continues active. There is perhaps greater difficulty in securing the necessary stock with which to fill orders than in securing the orders themselves. This is the direct result of the rather pronounced shortage of dry stock. The amount of lumber actually available for immediate delivery is relatively small. The production of hardwoods during the past fortnight has shown substantial increase over any similar period since the latter part of March, but the lumber now being produced will not be ready for shipment for some time and therefore has comparatively little bearing on the present situation. Prices are firm in practically every direction in several instances they are higher than since the panic of 1907.

The demand for plain oak in red and white is particularly good. Offerings are light and prices are full. Quartered oak is bringing higher prices than a short time ago, and the supply is not large. Red gum is quite firm and in case of well manufactured, well handled stock, is bringing the highest prices in its history. Sap gum in the upper grades is also in fair demand. The lower grades of gum are stronger than they have been for a long while and offerings are not at all free. Cottonwood in the upper grades is moving at a reasonably good rate. The lower grades, however, are exceptionally strong. Offerings are quite small. Meantime, the box factories are doing a good business and there is keen competitive bidding for practically all of the cottonwood readily available. The movement of cypress is expanding as a result of the increased building operations throughout the country. Ash is in fairly active demand. Offerings are not at all free.

NASHVILLE

A good volume of business is being experienced by manufacturers, retailers and others connected with the local lumber market. There is a good demand for practically all grades of hardwoods. Building activities are keeping up well and all allied interests are busy. From other sections come continued complaints of delayed shipments of orders placed some weeks ago. This cannot be helped as desirable dry stocks continue very low and the material desired cannot be always had. In other words, it is a buyers' market at this time. Good orders are being placed by box factories for cottonwood. Floor makers are buying plenty of oak and maple. Interior finishing plants are ordering freely. Other consuming factories are not so much in evidence, due, probably, to the approaching mid-summer dull season. The railroads have been buying considerable cypress. Those who have stock find no trouble to sell it even at the advanced prices now prevailing, and buyers are not now showing opposition to the increased figures, but are glad to get what they feel they must have even under such circumstances.

Plain oak is still the most active wood on the market, with gum, cottonwood and low-grade poplar closely following. Hickory, ash, maple and birch are in good call. Prices are steady at recent advances.

INDIANAPOLIS

The local hardwood market can be best described as medium. There is a fair business being done while the number of inquiries is increasing, with prospects of these inquiries developing some excellent sales in the near future. Prices are holding their own, no change in prices having been made during the fortnight, and no break is anticipated for some months to come. Motor car factories are winding up their 1912 season and little business is to be expected from them until the 1913 season opens, which will not be for several weeks.

LOUISVILLE

The general feeling in this market is optimistic. Business is normal, and while it is not much more than this, there is sufficient tone to the market to justify cheerful expressions as to the future. Supplies have been somewhat increased by the resumption of operations at small mills. This is enabling concerns which have been hampered by the paucity of stocks to go ahead more aggressively, inasmuch as their offerings are nearer normal.

Plain oak continues exceedingly scarce, and prices are high. Poplar is a particularly good

seller, low-grade stock being almost out of the market. Thick poplar is one of the leaders. Quartered oak is in pretty fair shape, though hardly as strong as it was a month ago. Cottonwood and gum are hard to get, but it is expected that supplies will be larger now that the southern mills are running again on a normal scale.

ST. LOUIS

The hardwood business has been of fair proportions during the past two or three weeks, and is improving right along. Buyers are not objecting to the prices they have to pay, owing to the great scarcity of dry stock, but they are not purchasing any more than they actually need for their immediate wants.

Plain oak is the leader in demand. Red gum, in all grades, is going well and there is also a good demand for thick ash box boards and cottonwood in some grades. Quartered oak has become stronger recently, this being particularly true of the first and second grades. Even No. 1 common is in good demand. The cypress trade is improved and dealers in this class of lumber report an unusually good business. Prices, however, are far from satisfactory.

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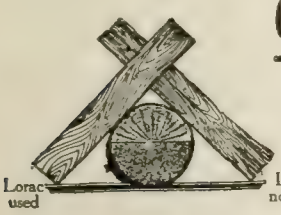
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NEW ORLEANS

The demand for all grades of hardwoods is strong, but as stocks are light and badly broken at the mills and logging conditions are not what they should be on account of the high water, there is some difficulty in filling orders. Latest reports from the inundated sections, however, indicate that the situation is improving, and it is hoped that the water will soon cease to be a hindrance to delivery facilities. Very little of interest has developed in the export situation for the past three weeks. The volume of movement for the past fortnight has been good, except for a little falling off toward the end of the month of June. Flood conditions have retarded hardwood shipments to a marked extent, not only because of the physical impossibility of making shipments from the flooded district itself and the interruption of rail transportation beyond, but because of the high prices which the mills more favorably situated have been able to command for their product. The log movement is holding out well into the summer, and shipments of good volume have been made recently. Staves are continuing to move freely, but the market in general is not very strong.

MILWAUKEE

The local hardwood trade is in a decidedly healthy condition, although still further improvement is looked for later in the season. The demand for lumber for general construction work and for interior finishing purposes has shown a steady increase with the improvement of the weather situation. Furniture manufacturers are buying very little, this being their dull season.

Hardwood stocks in all lines are low and considerable difficulty is being experienced in satisfying the demand for upper grade birch and plain oak. Birch and maple seem to be the leaders in northern hardwoods just at this time. Plain oak is in good demand and there is a good movement in quarter-sawed oak. Shipments of southern hardwoods are being curtailed, evidently because of the delay occasioned by the floods. Hickory is in good demand from the implement manufacturers.

While prices have not made unusual advances, gains have been made in nearly all lines and there are no signs of a decline for some time to come.

LIVERPOOL

The trade in Liverpool has been quite good during the past fortnight although the labor disturbances continue uninterruptedly. There is considerable talk of a national strike, but realizing the sentiment of the business and manufacing world, the government is already taking steps toward intervention. Prices are still being maintained on a firm basis, although arrivals are by far in excess of any other period of this year. The lumber, however, is very badly wanted, and some very heavy shipments have arrived by steamers trading with ports in the southern states.

The principal sales have been in hickory, ash, oak, cottonwood, satin walnut (red gum) and pitch pine. In every instance the stock has been very quickly sold at good prices. Large stocks are still required to fill up the breaks in stock lists. Some of the mills are going on short time on account of a shortage of ash and hickory and other hardwoods, although those two species are the most noticeably short. This applies to both logs and lumber.

The arrivals of birch have been moderate, but there is very little poplar to be had at any price. All the mahogany sold at recent sales has gone into consumption, and all the consumers are hungrily waiting for more stock. Shipments are still backward in arriving, and prices have advanced steadily and materially. Another sharp advance is anticipated.

Indications are that the coming sales will be attended with a great deal of effort to get stock. It would behoove American exporters to lay in as much stock as they can at present prices, as they will undoubtedly be able to sell in the Liverpool market at considerable profit. This seems to be the consensus of opinion of everyone who is competent to render sound judgment as to the Liverpool market.

GLASGOW

The steamer Dongola from New Orleans has now discharged its cargo, and the various lots have been taken up pretty well from the quay. The oak boards were not of very good quality, having laid for some time exposed to the weather, and consequently were somewhat damaged. However, they were sold at fair price ex quay. A large quantity of Honduras mahogany logs, flitches and boards also came forward in the same steamer. The logs and boards sold very well, but the flitches are still to be disposed of. The hickory and ash logs were sold at full prices, and a further shipment to this market would not go wrong.

There is still no demand for prime white oak boards in any thickness. The demand for prime quartered white oak boards is increasing for the thinner sizes. Business in No. 1 common is at a standstill. All qualities of prime red gum are completely off at present. The market for prime sap gum is in very much better shape than for some time, and much higher prices are being paid therefor. There is practically no demand for prime ash boards of any size. The market for No. 1 common, 1 inch thick, continues fair. Cottonwood is in steady request. Louisiana red cypress is increasing rapidly in demand. A large quantity came forward on the above mentioned steamer, and was all sold ex quay. This wood only comes forward to this market in strictly prime quality.

Northern oak logs if of first-class quality are in good request, but the southern variety is not wanted here and shippers should not continue to send forward their consignments. There is practically no demand for poplar logs. Quantities of Gaboon mahogany continue to come to this market via Liverpool and also by direct shipment. This wood is so cheap and of such fine specification that it is playing havoc with the various grades of poplar. Large shipments of birch logs arrived recently, and it is rumored that further lots are now on the way. Hence prices are very unsteady with a tendency to decrease. The market is very bare of birch planks, and shipments coming forward will meet with a ready sale. Walnut logs of large dimensions and prime quality would sell well. Walnut lumber is in active demand, and if the market is kept well in hand by shippers, good prices will rule for some time to come.

The prime white oak whiskey stave market is very strong, no stocks being held in first hands. Lots arriving are quickly snapped up at practically any price asked. The demand is also active for first quality white oak oil barrel staves. No stock is held in public yards and very little is coming forward. High prices will be paid for all sizes. The demand for prime red gum staves is small. Some cask merchants here are going in for staves made from white gum, and if the experiments now being made with this wood turn out satisfactory, a large business will be done in future in this wood in the place of red gum.

The condition of this country is still very much unsettled. It was thought a short time ago that Glasgow would be affected by the strike of dock laborers in London. However, so far nothing has happened, and it is hoped that the trouble will be confined to England.

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EMPLOYES WANTED

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

WANTED

Five hardwood lumber inspectors. Those experienced in mahogany preferred. Address OTIS MANUFACTURING CO., New Orleans, La.

SUPERINTENDENT WANTED

for Wisconsin plant in city of 10,000 sawing and shipping twenty million per annum of Hemlock and Hardwood. Must be capable, sober and experienced. New plant. References required. Address, "BOX 60," care HARDWOOD RECORD.

EMPLOYMENT WANTED

WANTED—POSITION

As Manager of lumber manufacturing concern by young man 33 years of age. Experience, ability and character back of this. Address "BOX 63," care HARDWOOD RECORD.

EMPLOYMENT WANTED

for a high class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen, Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

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I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
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TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

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FOR SALE

At a special bargain 300,000,000 feet of the very highest grade of hardwood timber, especially well located as to logging and market, in southern Mississippi; cut over 10,000 feet per acre; land in fee simple. If interested address

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Three million feet high-class Walnut, Poplar, Ash, Oak, Hickory and Gum timber, with complete 10,000 capacity sawmill erected on location. Five to six million feet additional timber adjoining can be had cheap. Location within three miles of Alabama River. Cheap water freight rate to Mobile or Selma. Price, $6,000; can arrange terms. Address

P. O. BOX 146, Pine Hill, Ala.

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I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

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FOR SALE

Minimum carload 4" white ash. Address "BOX 55." care HARDWOOD RECORD.

FOR SALE

1 car 5/4 No. 1 common plain sawed R. & W. Oak, bone dry.
2 cars 10/4 1sts and 2nds plain sawed Oak, bone dry.
1 car 4/4 1sts and 2nds Cherry, fine widths and lengths.
1 car 5/4, 6/4, 8/4 No. 1 common and 1sts and 2nds Cherry, bone dry.

C. J. FRANK, Logansport, Ind.

FOR SALE

3 cars well-manufactured Michigan Maple flooring, 1-1/16"x2¼" to 3¼" face. Will make low price to move quick. Address

"BOX 62," care HARDWOOD RECORD.

FOR SALE

5 cars 1x4" & wider Sap Gum No. 1 Com.
12 cars 1x6" & wider Bay Poplar (Tupelo) strictly 1sts and 2nds. The above is choice band sawn stock, thoroughly bone dry and straight in pile at our Ayden mill. Write for prices. AMERICAN LBR. & MFG. CO.,
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and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

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WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

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WE ARE IN THE MARKET

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WE ARE ALWAYS

in the market for short lengths of soft and hard woods 2 to 7 feet, using all thicknesses from 5/8 to 6/4. Send list of what you have and quote delivered price.

THE DAVIS COOPERAGE CO.,
Martinsville Ind.

LOG RUN BUTTERNUT WANTED

We are always in need of log run butternut, particularly 5/8, 5/4 and 6/4 flitch sawed log run stock. Communicate with purchasing department, advising quantity offered, age, where located, etc.

BAUSCH & LOMB OPTICAL CO.,
Rochester, N. Y.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

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FOR SALE

One 6x10 automatic buckeye engine, belted to 15 KW Willey generator, 110 volts.

One 14x24 Tangye bed buckeye automatic engine.

Two 16x66 return tube tubular boilers.

One 50 H. P. transmission rope drive, complete.

One Kensington feed water heater.

One miscellaneous lot shafting, pulleys, hangers. LOUISVILLE VENEER MILLS,
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1—55" Connell & Dengler Band Resaw.
4—Circular Resaws.
1—15" inside matcher J. A. Fay & Co. make.
1 Heavy 30x8 double surfacer.
10—2 spindle shapers.
6—Hand jointers.
2—Panel Raisers.
Various other machines.

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Corliss:
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1 14x36 Bates.
1—16x42 Hamilton.
1—16x36 Fishkill.
1—18x42 Lane & Bodley.
1—20x42 Wetherill.
Tubular Boilers of all sizes.
Belting, Shafting, Pulleys and Hangers.
CLEVELAND BELTING & MACHINERY CO.,
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band and rotary, steam feeds, edger, trimmer, filing room machinery, all pulleys, belting and shafting, and power plant, all in good condition. Will be priced at small percentage of its value to cash buyer. For information write "MILL BARGAIN," care HARDWOOD RECORD.

FOR SALE.

1—18x36 Bates Corliss Engine.
1—14x24 Buckeye Engine.
2—150, 2-80 and 1 50-H. P. Boilers.
1—8' Band Mill with Clark Carriage
1—Short Log Mill and Band cut-off Saw.
3—Whitney Single Planers.
3—Slicing Machines.
3—Smith Roller Dryers.
Filing-room outfit, Pumps, Heaters, Blowers, Dust Arrestors, Shafting, Hangers, Pulleys, Etc.
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Knoxville, Tenn.

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CONNECTION WANTED

Englishman, domiciled in London, with thorough knowledge of lumber importing, mahogany buying, etc., and first-class connection with largest buyers (merchants and consumers), wishes to communicate with firm of hardwood manufacturers with the object of managing a British and continental business for them.
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Biggest Bargain on the Market.
8 ft. Filer & Stowell band mill complete in every detail, with planing mill, railroad and logging equipment; 40,000,000 ft. fine hardwood stumpage and as much more to be had. Quick buyers can have it at one-third original cost. No commission or middlemen. Write for particulars. SAVANNAH VALLEY LBR. CO.,
(Owners), Augusta, Ga.

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will sell for $35,000 cash controlling interest in one of the best established wholesale hardwood lumber concerns in Canada. Large trade, assets all gilt-edge, no mills or junk heaps. Owner has other interests. This is a money-maker and A1 opportunity for live man or American firm. Address "BOX 66," care HARDWOOD RECORD.

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2440 Adams Express Bldg., Chicago, Ill.

FOR SALE

Complete 8' Band Sawmill outfit, also 12-ton Shay locomotive and logging outfit, including mules, horses and oxen. Can be seen in daily operation.
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An exceptional opportunity, splendidly equipped with best machinery for all lines of woodworking. Buildings and dry kiln new. Private switch, located in good timber country in the South, in continuous operation for the past thirty-seven years. Now in operation. Address "BOX 58," care HARDWOOD RECORD.

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Of good credit to contract for any part of 500,000,000 feet hardwood, Eastern Kentucky, to be paid for as cut at low stumpage price. No cash required. Must build mill on property. J. H. S., Room 1408, 60 Broadway, New York City.

WE WISH TO GET IN TOUCH

with one or more competent sawmill men owning portable mills of about 20,000 feet daily capacity to cut for us on contract hardwoods from 13,000 acres timber in Patrick Co., Va. Direct railroad transportation.
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Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
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are frequent except where our
Two Piece Geometrical Barter Coin
is in use, then imitation isn't possible. Sample if you ask for it.
S. D. CHILDS & CO.
Chicago
We also make Time Checks, Stencils and Log Hammers.


CHICAGO
McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

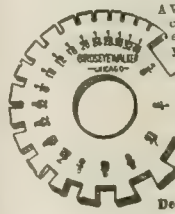
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HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825

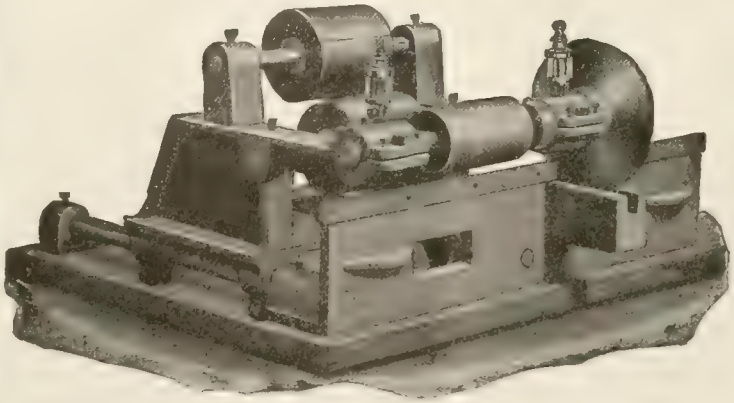
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CHICAGO
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Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

WM. A. EAGER
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A SPECIALTY
Telephone Canal 1688
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HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
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626 Federal St., Chicago


A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.
Dept. C BIRDSEYE WALKER
CHICAGO

Gerlach Modern Machines
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, O., U.S.A.



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for
Flooring Factories

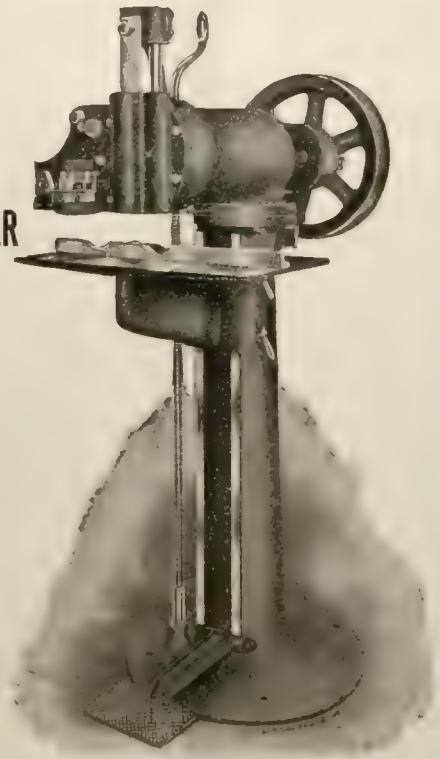
For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

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CADILLAC, MICH.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

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Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

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EXTRA QUALITY



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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

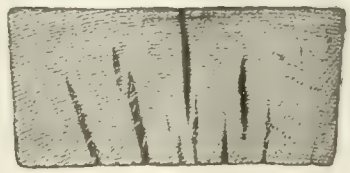
307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

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THE CAPACITY OF YOUR
DRY KILN

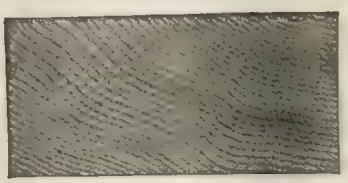
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



SIMONDS SAWS

This illustration suggests just four of the kinds of Saws which may interest you. Our factories manufacture every kind of a Saw used around a wood-working plant or sawmill.



Our aim has always been to supply Saws and Wood-working Machine Knives that will give the maximum service and at the same time do the finest kind of work with the least amount of care. Obtaining these results is the work of experience — and we have been doing it eighty years.

Simonds Manufacturing Company

Fitchburg, Mass.
New York City
Portland, Ore.
Vancouver, B. C.
Chicago, Ill.
New Orleans, La.
San Francisco, Cal.
Lockport, N. Y.
Montreal, Que.
Seattle, Wash.
London, Eng.
St. John, N. B.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

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DULUTH, MINN.

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1718 Fisher Building, Chicago
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421 Carondelet Street, New Orleans
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New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

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WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

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DRY

1 car 1"x4 to 4½" Clear Qtd. **White Oak Strips**—Indiana stock, exceptionally free of sap.

1 car 1"x2 to 3½" No. 1 Com. Qtd. **White Oak Strips.**

1 car 6/4 Log Run **Hickory**—cut Indiana timber.

1 car 8/4 Log Run **Hickory** — Kentucky highland growth timber.

1 car 1" x 6 to 10" wide Winter Cut **Basswood**, Band Sawn, 90% 12' long.

1 car 2"x8" and wider x 12' and longer **White Ash.**

1 car 5/4 x 10" and wider band sawn **Indiana** Qtd. **White Oak.**

1 car 4/4 No. 2 Common & Better band sawn **Black Walnut.**

1 car 3" 1 and 2 Poplar, sap no defect.

Specialty—Hickory Lumber
All Grades and Thicknesses

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FORT WAYNE, IND.

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

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"From Toothpicks to Timbers 60 Feet Long"

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Evansville, Ind.

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4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

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What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

WHITE OR RED

OAK

Plain or Quartered

BEST IN TEXTURE, FIGURE, MANUFACTURE AND GRADE

WOOD-MOSAIC CO., NEW ALBANY, IND.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

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If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

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BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER Write Us

KIEL FACTORY AND OFFICE MAIN

MELLEN VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

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¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

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Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

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MANUFACTURERS OF

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SPECIALTIES:
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BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
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Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

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We Can Fill All Orders
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Cutters, Cross Banding, Drawer Bottoms.

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Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

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"The Standard" of Excellence

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Basswood Siding, Ceiling, and Moulding

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75,000 ft. 6/4 No. 2 Com. & Better	25,000 ft. 5/4 No. 2 Common
75,000 ft. 8/4 No. 3 Com.	50,000 ft. 4/4 No. 1 & 2 Common
MAPLE	**BIRCH**
200,000 ft. 4/4 No. 3 Com.	10,000 ft. 4/4 No. 1 Com.
30,000 ft. 5/4 No. 1 Com. & Better	15,000 ft. 5/4 No. 1 Com.
100,000 ft. 6/4 No. 1 Com. & Better	**BASSWOOD**
200,000 ft. 8/4 No. 3 Com.	50,000 ft. 5/4 1sts & 2nds.
300,000 ft. 12/4 No. 3 Com.	50,000 ft. 5/4 No. 1 Com.
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Can ship mixed cars.

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24000	6/4 Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
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12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
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Michigan Hardwoods

GRAYLING, MICHIGAN

QUARTERED WHITE OAK FLOORING

FORMAN'S FAMOUS

SAP CLEAR	SELECT
34,976' 13/16 x 1¼"	36,026' 13/16 x 1½"
16,550' 13/16 x 2"	115,227' 13/16 x 2"
33,768' 13/16 x 2¼"	147,998' 13/16 x 2¼"
21,776' 13/16 x 2½"	56,882' 13/16 x 2½"

A low price for immediate shipment
Please write us quickly

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THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

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Rotary-Cut Gum and Poplar

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Well manufactured, thoroughly KILN DRIED and FLAT

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A GUARANTEE OF PERFECTION

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Exporter of Black Walnut Logs

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3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

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ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

OWING TO LIMITED DRY KILN CAPACITY, we are offering at special prices 750,000 feet of

4/4 No 1 Common and B and Better

Air-dried **Soda-dipped**

Short Leaf Yellow Pine

This is the well-known genuine North Alabama Short Leaf

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SECURE BETTER PRICES

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AMERICAN HARDWOODS IN LUMBER AND LOGS

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WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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1¼" No. 2 & Btr. Soft Elm
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4/4" & up No. 2 & better Hard Maple
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Guaranteed to average 8" wide
Runs 40%—45% 14' & 16' lengths

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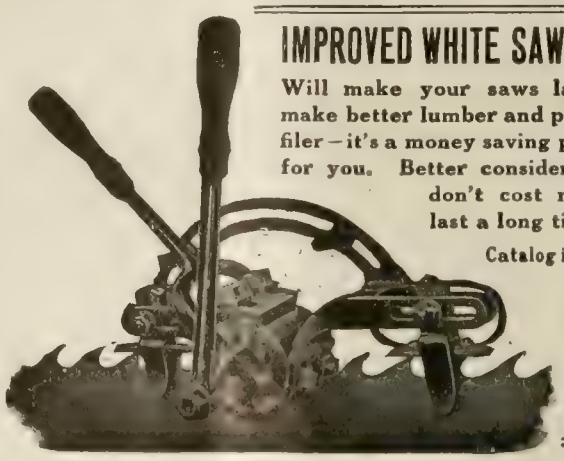
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Atlanta, Wis. and Grand Rapids, Wis.
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IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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All grades and thicknesses.
Will receive and inspect
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly.
They will be pleased to have your inquiries.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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KILN DRIED END MATCHED

TELEPHONE YOUR ORDER OR INQUIRY TO OUR SALESMEN—WE WILL PAY THE CHARGES

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WE OFFER

4-4 in. & 5-4 in. Dry and Winter Cut Basswood
8-4 in. Merch. Hemlock, Misc. Widths and Lengths
White Cedar Shingles Maple Flooring
Hardwood Dimension Stock

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MANUFACTURERS
WATER SEASONED
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POPLAR LUMBER

HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.
A Guarantee of a Square Deal in both Grade and Measurement

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ROUGH DRESSED
QUICK SHIPMENT

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LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly.

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All Kinds of High-Grade

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Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

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INDIANA WHITE OAK
40,000 ft. 12/4 1st and 2nd Plain White Oak, bone dry.
55,000 ft. 10/4 1st and 2nd Plain White Oak, bone dry.
60,000 ft. 8/4 1st and 2nd Plain White Oak, bone dry.
20,000 ft. 12/4 No. 1 Com. Plain White Oak, bone dry.
65,000 ft. 8/4 No. 1 Com. Plain White Oak, bone dry.
150,000 ft. 4 4 1st and 2nd Plain White Oak, bone dry.
35,000 ft. 4/4 No. 1 Common Plain White Oak, bone dry.
15,000 ft. 10/4 No. 1 Com. Plain White Oak, bone dry.
100,000 ft. 2x6 & wider Sound Com. White Oak.

SOFT ELM
3 cars 8/4 Common and Better Soft Elm.
2 cars 12/4 Common and Better Soft Elm.
50,000 ft. 5/4 Log Run Soft Elm.

We have a good assortment of band sawn Cottonwood, Ash, Cypress, Sap Gum and plain and quartered Red Gum. Wire or write for prices for prompt shipment

DAILY CAPACITY
Red Gum, 50,000 ft.
Cypress, 30,000 ft.
Oak, 40,000 ft.
Ash, 20,000 ft.
Cottonwood, 30,000
Miscellaneous, 15,000 ft.

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

1 Car 2" No. 2 Common Walnut.
1 Car 5/4 Common Walnut.
1 Car 5/4 No. 1 Common Walnut.
1 Car 2" 1st and 2ds Plain Red Oak.
40,000 ft. African Mahogany, 1" to 2".

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking

No Clogging Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

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Right Prices Quality Prompt Shipments

These are the three cardinal points in the McIlvain service.

Our facilities and connections enable us to handle any size orders without undue delay and when the shipment reaches you, you are sure of having what your order called for.

Lumber of every description and size—*But especially HARDWOOD.*

J. Gibson McIlvain & Company

1420 Chestnut St, Philadelphia, Pennsylvania

Ask us for prices

on the following list of STRICTLY SOFT YELLOW POPLAR:

1 Car 1" Boxboards, 9 to 12"
2 Cars 1" Selects
2 Cars 1" Clear Saps
6 Cars 1" No. 1 Common
2 Cars 1" No. 2A Common
4 Cars 1¼" No. 1 Common
1 Car 1¼" No. 2A Common
1 Car 1½" Clear Saps
4 Cars 1½" No. 1 Common
2 Cars 1½" No. 2A Common
1 Car 1½" No. 2B Common
1 Car 2" No. 1 Common
1 Car 2" No. 2A Common
1 Car 2" No. 2B Common

The Fullerton-Powell Hardwood Lumber Co.
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us for Anything in Hardwoods

COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. June 20th, 1912

DRY STOCK LIST

6/4 Ash No. 3 Common & Better	19 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	10 M
6/4 Cadillac Gray Elm 1s & 2s	35 M
8/4 Cadillac Gray Elm 1s & 2s	60 M
12/4 Cadillac Gray Elm 1s & 2s	40 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	19 M
6/4 Hard Maple Step 1s & 2s	27 M
8/4 Rock Elm No. 3 Common	8 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. June 20th, 1912

1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	10 M
1x7 and up Basswood No. 1 Common	12 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
8/4 Cadillac Gray Elm, 1s & 2s	36 M
12/4 Cadillac Gray Elm, 1s & 2s	54 M
6/4 Hard Maple, Step	5 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood
This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood
This was cut and cross-piled during the past winter, and is all good average widths and lengths.

MANUFACTURERS

100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood
This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.



FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

HARDWOOD AND YELLOW PINE LUMBER

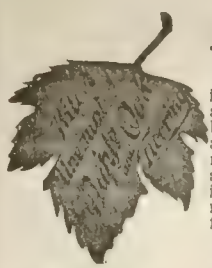
In Stock, Ready To Ship

3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

WE make a specialty of Oak Timber and Car Stock.

WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

SCHULTZ, HOLLOWAY CO., 343 South Dearborn Street, CHICAGO



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — **Mention This Paper.** — 116 Nassau Street NEW YORK CITY

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

HUDDLESTON-MARSH LUMBER COMPANY
(Successors in Chicago to OTIS MANUFACTURING CO.)
CAN SHIP THE DAY YOUR ORDER IS RECEIVED ANYTHING YOU WANT IN
SAWED MAHOGANY
VENEER, Figured and Plain, 1/20", 1/8", 3/16", 1/4".
LUMBER, 3/8" to 4" 1s and 2s, No. 1 Common and Shorts.
Mexican—African—Cuban
2256-2266 Lumber Street, CHICAGO, ILL.

Estabrook-Skeele Lumber Co.
MANUFACTURERS AND DEALERS IN
Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods
In the Market for Round Lots of Hardwood
WRITE US BEFORE SELLING
Fisher Building, - - - CHICAGO
'PHONE HARRISON 1984

12,500 Acres Hardwood Timberland in Arkansas
RAILROAD THROUGH THE CENTER
CLOSE TO THE MISSISSIPPI RIVER
Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.
JOHN C. SPRY
134 S. La Salle Street, Chicago, Ill.

R. S. BACON VENEER CO.
BEST VALUE :::
211-225 North Ann Street
Importers of Logs
Manufacturers of Veneer
CIRCASSIAN MAHOGANY :: WALNUT ::
PANELS *We carry in stock and can give immediate shipment, 3 and 5 ply panels in*
Birch, Oak, Mahogany

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831

Konzen, Stumpf & Schafer Lumber Co.
Blue Island Avenue and Robey St.
DEALERS IN
HARDWOOD LUMBER, WAGON AND AUTOMOBILE STOCK
Kiln-dried Lumber a Specialty

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager
C. C. CANNON, Vice-Pres. — C. R. SWANN, Sec'y and Treas.

LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS
HARDWOODS AND PINE
POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

D. M. ROSE & CO.

MANUFACTURERS OF HARDWOOD LUMBER, HARDWOOD FLOORING AND INTERIOR FINISH

KNOXVILLE - TENNESSEE

103,000 ft. 4/4 1s & 2s Quartered White Oak.
200,000 ft. 4/4 No. 1 Com. Quartered White Oak.
55,000 ft. 4/4 1s & 2s Plain White Oak.
60,000 ft. 4/4 1s & 2s Plain Red Oak.
668,000 ft. 4/4 No. 1 Com. Plain Red and White Oak.

All the above is Band Sawn, nicely manufactured, good quality oak and thoroughly air dried. Has been on sticks from 12 to 18 months.

10,000 ft. 4/4 1s & 2s Poplar.
60,000 ft. 4/4 Saps & Selects Poplar
15,000 ft. 4/4 Clear Heart.
250,000 ft. 4/4 No. 1 Com.
35,000 ft. 6/4 No. 1 Com.
15,000 ft. 5/8 1s & 2s.
10,000 ft. 5/8 Saps.
15,000 ft. 5/8 No. 1 Com.
10,000 ft. 8/4 No. 1 Com.
54,000 ft. 4/4, 6/4, 8/4 Common & Better Ash.
145,000 ft. 4/4 Log Run White Pine.
135,000 ft. 4/4 Common & Better Chestnut, kiln dried.

WILL SHIP IN MIXED CARS, EITHER ROUGH OR DRESSED

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
.0 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly

LOVE, BOYD & CO., Nashville, Tenn.

Cherokee Lumber Co.
NASHVILLE, TENN.

Manufacturers of

HARDWOODS

LET US HELP MEET YOUR REQUIREMENTS.
ONCE A CUSTOMER, ALWAYS A CUSTOMER.

The Althauser-Webster-Weaver Lumber Co.
INCORPORATED
NASHVILLE, TENNESSEE
MANUFACTURERS OF
HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8′—8′6″ Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

OAK TIMBERS **YELLOW POPLAR LUMBER**

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once
Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER.
BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

3 cars 4-4 1st and 2nds Chestnut, band sawn West Virginia stock running about 60% 14 and 16 ft. long, dry and ready for prompt shipment. Write for quotations.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

HUNTINGTON
CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

YOU GET WHAT YOU BUY

TIMBER PRODUCTS

C. S. Brown

TIMBER PRODUCTS

HUNTINGTON, WEST VIRGINIA
EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING

Huntington, West Virginia

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).
4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).
2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).
1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths.

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

HUTCHINSON LUMBER COMPANY
MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only high quality stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand July 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
F. A. S. Quartered White Oak, 6" and up	.....	60,000	.....	40,000	70,000	...	7,000	.....	....	....	....
No. 1 Common Quartered White Oak, 4" and up	.....	12,000	.....	12,000	140,000	.....	.....	.....	....	....	....
No. 2 Common Quartered White Oak	.....	5,000	.....	.....	60,000	.....	.....	.....	....	....	....
Clear Qrtd. White Oak Sap Strips, 2½-5½	.....	.....	.....	.....	70,000	.....	.....	.....	....	....	....
No. 1 Common Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	50,000	.....	.....	.....	....	....	....
F. A. S. Plain White Oak, 6" and up	.....	.....	60,000	20,000	.....	.....	.....	12,000	3,000	....	3,000
F. A. S. Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	....	....	....
No. 1 Common Plain White Oak, 4" and up	.....	.....	.....	.....	.....	.....	.....	.....	9,000	....	....
F. A. S. Plain Red Oak, 6" and up	.....	.....	30,000	.....	80,000	.....	.....	.....	....	....	1,000
No. 1 Common Plain Red Oak, 4" and up	.....	.....	10,000	25,000	75,000	.....	18,000	.....	....	....	....
F. A. S. Red Gum	160,000	150,000	120,000	180,000	170,000	65,000	45,000	20,000	....	3,000	....
No. 1 Common Red Gum	150,000	80,000	130,000	40,000	150,000	30,000	35,000	.....	....	....	....
F. A. S. Highly Figured Red Gum	.....	.....	.....	12,000	40,000	10,000	5,000	2,000	....	....	....
Sap Gum Box Boards, 13"-17"	.....	.....	.....	.....	60,000	.....	.....	.....	....	....	....
F. A. S. Sap Gum	60,000	75,000	70,000	90,000	80,000	60,000	45,000	20,000	....	....	3,000
F. A. S. Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	....	....	....
F. A. S. Sap Gum, all 12" wide	.....	.....	.....	.....	16,000	.....	.....	.....	....	....	....
No. 1 Common Sap Gum	.....	60,000	25,000	.....	150,000	.....	.....	.....	....	....	....
No. 2 Common Sap Gum	.....	30,000	.....	40,000	.....	.....	15,000	.....	....	....	....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	....	....	....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	60,000	....	....	....
No. 1 Common Cypress	.....	.....	.....	.....	.....	.....	.....	15,000	....	....	....
Log Run Elm	.....	.....	.....	.....	16,000	.....	40,000	30,000	....	....	....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

LOOK OVER THESE SPECIALS

10 Cars 5/4 x 7 and Wider No. 1 Common Maple.
5 Cars 1 x 4″ No. 1 Common and Better Maple Strips.
5 Cars 4/4 No. 1 Common and Better Sap Maple.
3 Cars 5/4 No. 1 Common and Better Sap Maple.
3 Cars 4/4 7″ to 11″ 1sts and 2nds Basswood.
3 Cars 1 x 4″ No. 1 Common and Better Basswood Strips.
2 Cars 4 4 x 12″and Wider No. 1 Common and Better Basswood.

HIGH GRADE STOCK

THE STEARNS SALT & LUMBER COMPANY
Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

WHY NOT?

Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY
HARDWOOD LUMBER
MEMPHIS, TENN.

KENTUCKY

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. Mills, Magnolia, Standard and 21st Sts.

Low Prices to Move Quick

4 cars 6/4 and 8/4 Common and Better Quart. White Oak, 1 year dry.
7 cars 6/4 and 8/4 Common Ash, 1 year dry.
1 car 10/4 and 12/4 Com. Ash, 1 yea. dry.
1 car 6/4 Common Quart. Red Oak, 10 months dry.
1 car 4/4 No. 1 Common Red Gum, 10 to 16′, 8 months dry.
1 car 4/4 1 & 2 Red Gum, 14 and 16′, 8 months dry.
2 cars 8/4 1 & 2 Sap Gum, 1 year dry.
2 cars 8/4 No. 1 Com. Sap Gum, 1 year dry.
1 car 8/4 Log Run Beech, 1 year dry.
5 cars 4/4 Factory Common Plain White Oak, 50% 14 & 16′.
2 cars 6/4 1 & 2 Plain Red Oak, 75% 16′.
7 cars 6/4 No. 1 Common Plain Red Oak, 75% 16′.
1 car 5/4 1 & 2 Plain Red Oak, 15″ and wider.
5 cars 4/4 Gum and Elm Crating, 4 to 8″, 8′ long.

Can ship Rough or Dressed or worked any way. Send us your orders for Hardwoods, Cypress and Yellow Pine, Gum and Cottonwood

Falls City Lumber Co.
Incorporated
Keller Building, LOUISVILLE, KY.

Salt Lick Lumber Co.

SALT LICK . . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8″ and 13/16″ in all standard widths

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:
DRY—IN FINE CONDITION

4,700 feet 3/4″ 1s-2s Qrtd. White Oak.
15,000 feet 3/4″ No. 1 Com. Qrtd. White Oak.
40,000 feet 4/4″ No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼″ No. 1 Com. Plain White Oak.
45,000 feet 4/4″ No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4″ No. 1 Com. Qrtd. Red Oak Strips, 2″ & up wide.
12,000 feet 6/4″ Hickory, Log Run.
16,000 feet 4/4″ Hickory, Log Run.
20,000 feet 4/4″ Poplar, 1s-2s Quartered.
8,000 feet 4/4″ Poplar, No. 1 Com. Quartered.
13,000 feet 4/4″ Poplar, Com. & Better, 12″ & up x 10′.
50,000 feet 5/4″ Poplar, 1s-2s & No. 1 Com., 7″ to 9″.
12,000 feet 4/4″ Ash, 1s-2s 6″ and up.
12,000 feet 6/4″ Log Run Ash.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

We'll Leave the Decision to You

Lumber markets, like lumbermen, have individualities all their own.

They are wonderful composites, made up of the mingled characteristics of the members of the trade, and reflecting, in a broad way, the spirit which has dominated the transaction of a multitude of relatively small dealings.

It goes without saying that where the lumbermen are the right sort, who do business in a broad-gauge, straightforward manner, and who look on their customers as permanent connections, and not as temporary conveniences, their market has an attractive personality.

For information as to the characteristics of one well-known city, famous alike for hospitality and hardwoods, maidens and mahogany, viands and veneers, address

THE LOUISVILLE HARDWOOD CLUB

NORMAN LUMBER CO.
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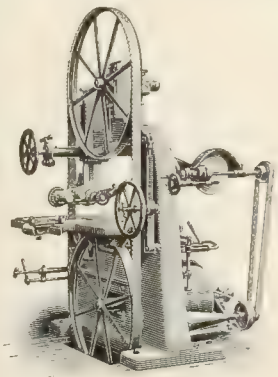
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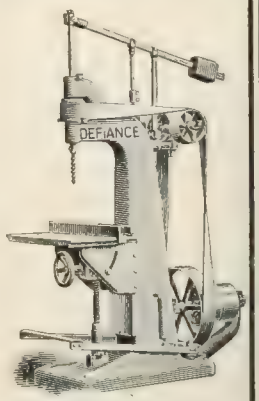
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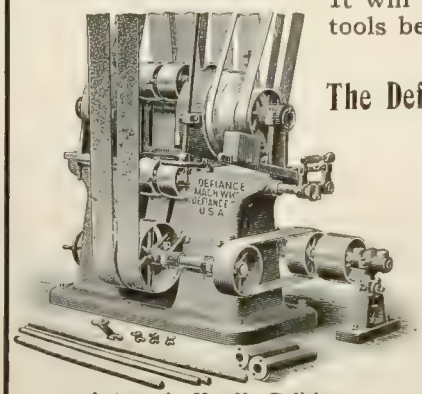
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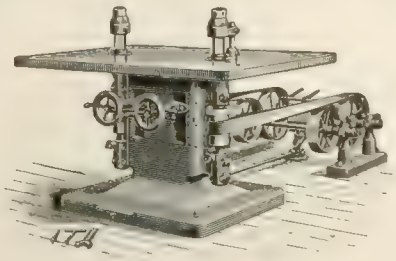
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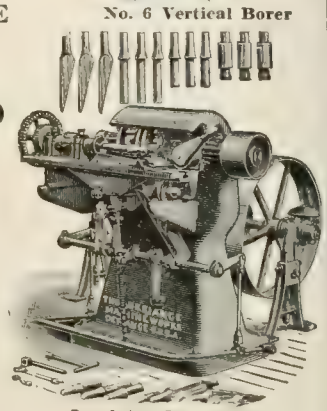
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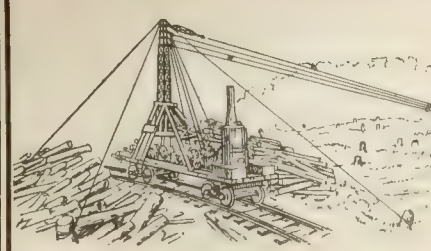
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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIV CHICAGO, JULY 10, 1912 No. 6

Editorial Comment

General Market Conditions

A comparative level of demand and prices with slightly improved condition in shipping has marked the last fortnight in hardwood circles. The period has been too short to register any pronounced change in the trade in general, except to further reduce stocks in certain items, with the addition of a few figures in their values. The whole condition of the trade hinges on the question of demand, apparently, and as to whether the demand will be of sufficient urgency to effect a permanent advance level of prices remains to be seen. The alternative condition would be that sufficient quantities of lumber would come in to fill up the present shortage, which is the real motive for present price advances.

It is reported from the rainy section in the far South that with continued wet weather the farmers are turning their attention more to the possibilities of getting their money from the trees rather than from the crops, having given up the latter as hopeless. They will go to work in the woods and have their teams haul logs for small mills, as a result of which it will not be long before those mills will have quite a little lumber on hand. It takes much less time to start up a small plant than the big band mills of permanent character, and already a number of them are actively at work.

The building trade promises to carry the hardwood business through the summer in pretty fair shape. The interior finish, sash, door and blind houses in the large cities are well supplied with all kinds of orders. This is more notably true in the Middle West and the East.

Active demand from the furniture factories has not been felt, but it is anticipated that at the close of the exhibition there will be quite an increased movement in this direction.

On the whole, an even tenor will undoubtedly prevail throughout the summer without any radical change for the better or for the worse. Those having hardwood stocks at present are carrying a pretty fair property.

First Half of 1912 Good

The records at the close of the first half of the year 1912 show that the country has already awakened to a marked extent industrially and in a general business way, and there is every reason to believe that these conditions will take on a decided revival in activity after the political campaign. Business has dragged for two years, and the minimum of activity has been experienced in different lines of trade as shown by the banks, but with the beginning of 1912, considerable improvement has been felt. In the city of Chicago, clearing house figures indicate strong business confidence. There is an increase of nearly ten per cent in the report of exchanges in Chicago over the first six months of 1911. At the same time a remarkable record has been set in the foreign commerce of the United States in which the total commerce aggregated four billion dollars in exports and imports of dutiable and non-dutiable merchandise. At the same time the aggregate exports of American manufactures reach the one billion dollar mark, a record heretofore unequalled. This indicates that the United States threatens the prestige of Great Britain in the matter of foreign commerce.

A noticeable feature of the last few months has been the steady improvement of the steel and iron market. The principal moving force has been the return of the railroads to the market, although this return has not been entirely voluntary. Since it became evident to the roads that there would be a let-up in gross business, they have been following the policy of retrenchment. Of course, it was recognized that this policy would be only temporary at the most, and the railroad managements have decided that this summer is the limit of the retrenchment period, and in consequence they have re-entered the market for rails, bridges, cars, locomotives, which immediately started the equipment companies, steel mills and steel plate mills. The consequent return to working to the limit of capacity has been noted in all the larger mills.

It is true that iron and steel products have been selling at less than actual value, and a raise in prices will tend to decrease the volume of business, but at the same time increase profits. The steel corporation is operating now at the highest tonnage rate in its history.

This movement in industrial enterprises is not limited to the steel corporations, but is felt in numerous other large industries, all

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of which will have an important bearing on business conditions of the country.

There is everywhere evident an increased confidence on the part of investors and business men generally, all of which will go a long ways toward getting business out of the rut, and instilling into the whole country a deeper and more lasting confidence in the actual possibility of getting back to the old scale of prosperity with which the country was favored before the panic of 1907. The question is only one of getting the public mind so trained as to see the necessity for concerted thinking of a progressive nature, and this seems about to be accomplished.

Looking Ahead

An article of unusual merit, entitled "Some Unsolved Problems of Science," appears in a recent issue of Harper's Magazine. The author, an eminent scientist endowed with an imagination of a practical trend, reviews the question as to whether or not modern society has justified the two thousand years of struggle and toil of the formative period and the infinite time before that leading up to the very beginning of life. He contends that it does not.

To descend to the prosaic, the same question might be applied in an infinitely more restricted sense to the lumber business, of course, considering it in no degree as a science, but as a commonplace industry which ranks third in relative importance in the country.

Probably a little over a century would cover the period during which the manufacture of lumber in the United States has been of notable proportions, but when we consider the enormous amount of time, energy and money in the aggregate which has been expended in perfecting methods of economy in lumbering and the enormous amount of effort required to denude the already cut-over area of the country of its wooded growth, it is fair to assume that the lumber industry must have brought an abundance of happiness and worldy goods to a great number of people to have justified that effort. It is certainly true that the industry has been merely a tree-cutting campaign, characterized rather by the strenuosity of the axe man than by any intelligent effort to scientifically utilize one of the most valuable and abundant of the splendid natural resources with which this country was endowed.

It seems necessary to look to the future for the answer. Not until the millenium in the lumber business is attained, when the industry is so perfected in organization and methods from the stump to the shipping platform of the wood-working factory and the carpenter's bench, that the last penny is gotten out of the tree with the greatest benefit to all, will the lumber business justify its existence. With that state will come a delicate balance between supply and demand; the guarantee of a permanent supply of raw material, thus making lumber and re-manufacturing establishments of such a stable nature as to demand perfection in organization, and commensurate values will be maintained between the raw material and finished product. The marketing of goods will not be attended by throat-cutting methods, resulting in the sale of a vast commodity at less than cost, but will be characterized by such a degree of efficiency as to give the purchaser his goods at a minimum of cost and at the same time insure the seller universally a fair return on his investment. In other words, the industry will have really become a science.

To the practical lumberman this condition may seem too ideal to merit a second thought, but does he ever stop to consider the degree of scientific development which characterizes other vast industries, and which has been attained in as short, or shorter a lifetime? Will any fair-minded man, after considering the complete lack of harmony in the lumber business and the probable reasons for it and the many failures and their causes, deny that a vast change in methods must be accomplished before the trade as a unit justifies itself?

Business and Politics

Before the advent of the third party in the political race, business men in general would not admit of the possibility of coming elections seriously disturbing the business equilibrium of the country, and even with the so-called Progressive party in the field, they are loath to admit that politics in 1912 will be anywhere near the serious detriment it has been in the past. The waning influence of national politics in general business affairs is seen in the public utterances of men of prominence as well as in the expressed opinion of the rank and file of business men throughout the country.

However, the continued progress of business throughout the campaign is contingent upon the satisfactory settlement of the third party movement. The nature of this political enterprise is so serious that there seems a possibility of the development of new conditions which might alter the situation materially, but under any conditions it seems almost certain the effect on business will not be nearly as serious as it would have been a decade ago. Business is recognizing that it is its own mainstay, and that politics should not be allowed to exact the influence it formerly did.

It has been hoped by business men that the party differences might be settled and the campaign reduced to a contest between the two principal political parties of the country, but even with the introduction of a third party there seems to be no more reason for alarm, though there is no recent parallel for comparison.

Underlying conditions are excellent; the crop outlook is good, and the railroads have passed their period of retrenchment, and are again in the market. In many industrial lines the factories and mills are working at full capacity, and withal these influences re-act favorably upon each other.

There has, of course, been a noticeable retarding of business, particularly since the beginning of June, on account of the activity of the political conventions, but this mark at no time has approached the significance that had been predicted in some quarters. If business generally continues on a proportionate basis of activity throughout the remainder of the campaign, it will establish a new era of independence from political influences. There is every reason to believe that it will, and it is certainly the earnest hope of every business man in the country that business will have recognized its own strength, and will have assumed an independent attitude toward the political situation.

The Efficacy of Small Savings

Just as the diligent use of the small savings bank by the child has often laid the foundation for a bank deposit of much more notable importance in later years, so will the saving of small costs and losses in any line of business very materially affect the dobit and credit side of the books at the end of the year.

A recent bulletin of the Hardwood Manufacturers' Association of the United States suggests the advisability of closer attention to this question, citing one specific cause for a considerable degrading of lumber, namely, loss in grade of lumber through damage from being laid in the cars without strips at the bottom. It certainly seems to be a simple proposition to place a few strips across the bottom of a car to raise the bottom tier of boards above the cinders and such other refuse as might damage it during its occupancy of the car. This is only one of many instances of a similar nature through which are lost daily a great many dollars in grade which, by the use of a little diligent observation, might easily be saved.

Perhaps no other industry is so prone to carelessness in smaller details of operation as is the lumber business. This, of course, is necessarily so on account of the nature of the goods handled, but the stock has become of such value as to warrant very careful treatment from the sawmill to the consuming factory. The millman should be amply satisfied with the percentage of low-grade with which Nature provides him in the ordinary run of the log, without soliciting a further percentage by allowing his men to carelessly handle his stock in any one of the numerous operations through which it passes.

It would be difficult at the end of a week, perhaps, to count in figures exactly how much was saved by being careful, but there is no question that in the course of a year the good effects of close

and systematic handling will be felt—at least it would do no harm and certainly deserves consideration. An efficiency man might possibly be appointed on large enough operations, not necessarily a man of technical training, but a man who could devote his time to keeping his eyes "peeled" for different ways whereby money could be saved without making the cost of the extra vigilance greater than the saving itself. This, of course, would not be applied to smaller operations, but in a more limited degree they could look to the small leaks and remedy them in their own way.

The more modern lumber manufacturing plants are giving increasing attention to the saving details of their business but the rank and file of the mills have a broad field to work in, wherein they can find countless methods which need improvement.

Labor a Serious Question

It is hard to reconcile the fact that while from reports vast numbers of men are unemployed in the cities, at the same time industrial plants outside of or immediately contingent to the cities, are finding the greatest difficulty in employing sufficient men to meet their actual needs. This condition is emphasized constantly by reports from various industries, and probably lumber manufacturers are suffering as heavily, if not more so, than any others in this respect.

Iron and steel plants are constantly finding greater difficulty in keeping their working forces up to the necessary number. Reports from the north-woods suggest that great trouble is experienced in recruiting a sufficient force of woods and mill men to carry on the work at the mills, while in the South this condition has been apparent for some time.

There is undoubtedly considerable truth in the statement that labor is being diverted from this country to other countries, notably South America, by increased wages in those sections, and that increases in wages in the home country keep a great many prospective emigrants at home. Nevertheless, it seems that the vast number of working-men in the United States should be sufficient to adequately take care of the nation's industry.

The farmer has difficulty every year in harvesting his crops, owing to an insufficient number of farm hands, and the cry from various industries in all sections of the country is constantly that in running full time, they can not fill their shops. There has been some agitation in various quarters looking to the "back to the farm" movement, but it can not be said that this sentiment has had any material effect upon the portion of workmen in the city and in the outlying country.

In the lumber business particular difficulty is experienced, probably owing to the fact that the mills are so far distant from the chief centers of labor. They do not lie on any regular beaten path of the wandering laborer, but the man who reaches the sawmill is apt to either just happen there or to have come for the specific purpose of getting a job. There is no reason to believe that there will be any general movement of laborers to the woods, but on the other hand, the sawmill man will very likely have to make strenuous efforts to locate sufficient help to carry on his operations. The work in the logging camp or sawmill is not unusually strenuous, and it is certainly more agreeable than working in a stifling factory or foundry, and surely gives the workman a much better opportunity of saving a proportion at least of his wages as he has not very much chance of spending it. He is well paid in proportion to other laboring men, and there is no reason why a sawmill man should have any difficulty in filling his needs if his requirements are adequately placed before the working class.

Big Manufacturers Misjudged

The cry of the laboring man has always been that his interests and those of the capital employing him are so diversified that the sole object of the employer is to grind him down in every way possible, getting the most work out of him with the least possible reward. The agitation in favor of adequate workmen's compensation legislation has been viewed by the laboring element in this same light. They have argued that the big employer is constantly striving to block legislation in the interests of the injured laborer. He has been described as the embodiment of selfish greed, and has not been given the credit for a single emotion. It is gratifying to see now and then concrete evidence of the error of this assumption on the part of the laboring element.

One of the most striking examples of the active movement among big employers for the betterment of the conditions among workmen is seen in resolutions adopted by the National Association of Manufacturers at its recent seventeenth annual convention at New York. These resolutions in two instances were intended for the specific betterment of the laborers in their industrial and private lives. The first was adopted with a view of voluntarily providing for adequate accident prevention and workmen's compensation. In it the association deplores the lack of sufficient knowledge of accident compensation on the part of employers, legislators, workers and the public at large. It was suggested that this ignorance be overcome by education.

The resolution further recommends that a committee be maintained with the idea of working out specific benefits through cooperation with state and federal organizations and local bodies, and through a comprehensive system of education, utilizing every possible medium.

Still further evidence of the sincerity of the big manufacturer, as exemplified by the membership of the National Association of Manufacturers, is shown in a resolution recommending such a system of education as will provide for a thorough training of children leaving school at an early age. It outlines various recommendations, all with the idea of improving the mental training of the workingman's child.

The vicious campaign as conducted by Socialists as a body, and trade unions against the large employers of labor, does not take into consideration the increasing evidence of interest on the part of the capitalists for the welfare of the wage earners. There is no reason to suppose that this increased interest is the result of the agitation as conducted by those bodies, but is rather in spite of it. It is to be hoped that such activity will be rewarded by the approval of the public at large.

Proper Selling

A young wholesaler in a northern market recently said that he made an average profit of sixty-five dollars on every car of lumber sold during June. This does not mean that this particular chap had

A Prayer

The day returns and brings us the petty round of irritating concerns and duties. Help us to play the man, help us to perform them with laughter and kind faces, let cheerfulness abound with industry. Give us strength to go blithely on our business all this day, bring us to our resting beds weary and content and undishonoured, and grant us in the end the gift of sleep.

—*R. L. S.*

any "soft snap" in the consuming trade, or any rich relatives owning the Harvester company or the Pullman company, or any of the big wood-working plants, but it simply indicated that he was a live wire who was right up on his toes, looking after every opportunity to give his customer something just a little better than he was getting for a little less money, providing the customer would allow him to use his own judgment in furnishing the stuff.

It is a "cinch" no man could refuse such a proposition. As an instance: This young man went to a certain consuming factory using oak, the chief requisite of which was strength. According to the ordinary terms in a rule-book, this consumer had to buy and pay for a regular run of No. 1 common stock in order to get the cut which he needed. Of course, worm holes would affect his grade, and hence a great deal of stock, otherwise in every way adapted to his line of work, would be ruled out and he would have to pay the regular price for a much higher grade of stock than he required, probably getting a great many defects in the stuff that he did buy, which would have to be cut out as waste. The hustling wholesaler put the proposition before the consumer to furnish him with stuff guaranteed to cut one hundred per cent to the good, at two or three dollars less price than he was paying. The wholesaler was "wise" to the fact that he could get the wormy kind of oak at a low figure; he could sort it out so that he would give his customer only such stock as it would cut absolutely to meet his requirements, and at the same time would give him the essential qualities in the lumber which he desired.

As a result of the transaction, the customer is buying his lumber for three dollars less, and further he is working it up with a much less percentage of waste. The wholesaler is realizing a handsome profit and the millman is enabled to dispose of a big chunk of his wormy oak at a very satisfactory figure, whereas before he couldn't move it.

This certainly isn't doping the grades; the consumer doesn't order one thing and pay for another—he pays exact value for his lumber. It has the old grade-mixing habit beaten a mile.

Plan of National Association of Commerce

Mention has been made at different times of the formation of the National Association of Commerce, which is the result of considerable agitation culminating in a call from President Taft to representatives of trade bodies from practically all the states and territories. The body was organized in Washington last April, and now has a membership of one hundred organizations composed of one hundred thousand individuals. There are seventy-five applications pending, and there is every reason to believe that the asscciation will be of distinct service to the government in its trade extension work.

One of the inviolable rules that has been adopted is that partisan politics will be excluded absolutely from the association. With this in view members of Congress are debarred from membership.

Permanent offices have been opened in Washington, and so far two monthly meetings of the executives have been held, one in Chicago and the other in Washington. The third will be held shortly in Hotel Champlain in New York, and the first full meeting of the Chamber will be held next January.

It is the aim of the association to deal only with national questions of importance to the commerce of the country, and an exhaustive analysis will be made of each question proposed to the directors before it is submitted to the full body of the association. An opinion of all members will be obtained on any legislative proposition, and the chamber will not be committed by the board or by any committee for or against such action.

It is proposed to carry out the following purposes:

To encourage and promote through the members the organization of associations of business men in all parts of the country.

To study the work of existing organizations and their value to their respective trade and communities.

To advocate the standardization of association methods and effort, and to urge the general adoption of these standards where possible.

To study the work performed by our government's bureau in any way relating to the commerce of the country, and to encourage methods for their further development, and to utilize their data.

To analyze all statistics with regard to production and distribution of all goods at home and abroad, and to watch for any influence tending to retard commercial development, and to become the source of information with regard to new opportunities for trade extension.

The fundamental purpose of the organization is to enable the business element of the country to get into close touch, and counsel with the government with a view of having representation of the business side of the country to counsel and advise as to any acts bearing upon business adopted by the government.

The association will have innumerable committees and will be of an extremely broad scope covering every phase of the business in all parts of the country. Its possible usefulness is practically unlimited as to domestic and foreign commerce relations, and it can be of infinite value in the compilation of statistics.

An Appeal Well Founded

Apparently the officers of the Nichols & Cox Lumber Company, Grand Rapids, Mich., have excellent grounds for an appeal from the recent decision of the United States district court, which on June 21 moved that they were guilty of technically soliciting and accepting a rebate. Apparently the action of the court was more or less arbitrary against the defendants, who claim that they were not given sufficient opportunity to present the full evidence in their own behalf. The evidence which they wished particularly to bring before the court was tending to prove that the act of which they had been found guilty was entirely an error and was not in accordance with their regular method of doing business. While the concern, in the eyes of the court, might be technically guilty of the offense of soliciting and accepting a rebate, under such conditions it would seem that their conviction of the charge would be entirely lacking in justice.

Trade Methods Here and Abroad

If figures indicate anything, it would seem that the American business man saves an immense amount of time over his Continental and English cousins in the transaction of his business. Statistics from the telephone companies show that there were 14,500,000,000 conversations over the 'phones in the United States in 1911. This represents sixty-six per cent of the world's communications by telephone. In the first part of 1911 there were over seven-and-a-half million telephones in use in the United States, aggregating 67.4 per cent of the total number in the world. This represents a telephone mileage of 29,962,107 miles throughout the world, of which the United States has 16,754,000.

All this would indicate that the American business man considers his time of paramount importance and transacts a great deal of his business over the wire, even calling up long distance rather than making a trip or relying upon the slower transmission of messages by mail. Of course, there are more 'phones in this country because of the greater area and the population, but even at that the number is not in direct proportion.

The increased use of the telephone is becoming more apparent in the lumber business constantly, and nowadays one very often hears of some big deal being closed over long distance wire. In fact, the long distance telephone calls of certain concerns form an important part of the monthly expenses, but in proportion to the business realized, they actually represent a small cost.

Government Approves Land for Reserve

The National Forest Reservation Commission approved 55,000 acres of land in the Smoky mountains of Tennessee and North Carolina, and 24,900 acres in Virginia for purchase for the reservation. The commission met on June 29. The sum of approximately two million dollars was expended during the fiscal year ending June 30, 1912, for the acquisition of lands under the Weeks' law.

Pert, Pertinent and Impertinent

Where Jones Went

A series of revival services was being held in a western city, and placards giving notice of the services were posted in conspicuous places. One day the following notice was posted: "Hell, Its Location and Absolute Certainty. Thomas Jones, baritone soloist, will sing 'Tell Mother I'll Be There.'"

It's better to be long headed than headlong.

If riches have wings, a man may be able to chase the mighty dollar more successfully with the aid of an airship.

The bill rendered by experience is never subject to discount.

Dawn in the Forest

Like a grey nun across the eastern hill
The dawn creeps slowly, in her hand a star.
The forest stirs to greet her faint and far
Pulses the music that the vastness fills.
In cloistered columns stands the pine that shrills
Beneath her breath, while like some gate ajar,
That shadows and the silences unbar,
The night swings backward as the new day wills.
Above the murmur of dim forest ways
Rises a paean—music's very own—
Clear as the pealing of a convent bell;—
So sad, so sweet—like love lost or outgrown;—
The forest-loving songsters' matin praise,
In silvery tones repeating, "All is well."

—*Edith Willis Lynn.*

Bark and Squeal

"Nothing lost here but the squeal," declared the pork packer. "Are you as economical in conducting your business?"

"Just about," answered the visitor. "I'm in the lumber business. We waste nothing but the bark."—*Washington Herald.*

Anyway, the unwritten law seems to have a lot written about it.

Excuse for High Prices

Howell—"It costs a good deal more to live than it used to."

Powell—"Well it's worth the difference."—*New York Press.*

MONOTONOUS MARTYRDOM



"What! Another? Just for that I'll jump the wall and let one of you be the offering."

Misfit

Tailor—"Sir, I have made clothes for some of the best houses."

Customer—"Maybe they will fit a house. They certainly won't fit a man."—Puck.

What She Wanted

The Small Boy—"'Arf a pound o' yeller soap, please, and muvver says will you please wrap it up in a good love story."—Sketch.

Just What He Would Like

"Please gimme a nickel, ma'am?"

"Didn't I see you going out of a saloon a moment ago?"

"I guess mebby you did, ma'am."

"Well, I reckon you are not ashamed to own it."

"I don't own it, ma'am. I only wish I did."

True hope is swift, and flies with swallow's wings.
Kings it makes gods and meaner creatures man.

—Shakespeare.

Unreasonableness

Mrs. Hewitt—"Does the climate agree with your husband?"

Mrs. Jewett—"That's more than I'd expect of any climate."

Uncalled For

Murphy—"Oi want to get a fust class autymobile for me woife."

Auto Dealer—"Long body."

Murphy—"None of yure business! She's built like a barrel, but Oi didn't come here to discuss her shape wid ye."—*Puck.*

Making Wood Distillation History

Editor's Note

The following article treats of an entirely new phase in hardwood distillation, showing the possibility of utilizing sawdust, shavings and similar wastes for this purpose where it has never successfully been used before. The process itself bids fair to revolutionize hardwood utilization.

To conserve and render valuable the material which has been regarded as useless has been constantly the subject of the deepest study. Marvelous progress has been made along many lines, but the perfecting of a complete process of wood distillation has been retarded not only by the lack of uniformity in the size and density of the raw material, but also by the inability to secure such controlled heat penetration as to produce results with reasonable rapidity or certainty.

The first commercial prominence in the United States given to wood distillation was in southern New York and northern Pennsylvania forty years ago when a small group of plants, designed to use hardwood in cordwood form for the purpose of making wood alcohol, acetate of lime and charcoal therefrom, was established.

Methods of an almost primitive nature were employed in these early plants, resulting in a small yield and an inferior quality of output, which was offset, however, by the prevailing high prices of products, together with the low value of the wood used, which, consequently, allowed the owners to reap a handsome profit. Gradually changing conditions, however, made imperative a greater efficiency.

It was at about this period that the eminent scientist, Henry M. Pierce, LL.D., carried the industry into Michigan. The displacement by him of older for better methods entered largely into the history of the industry. Too much cannot be said of the creditable and successful work accomplished by Dr. Pierce. While his penetrating mind perceived, at all times, the limitations of this industry, as then operated, he foresaw the great values which would accrue could the operator control with greater accuracy the conditions under which he worked.

Chief among these limitations was the absolute inability to govern the temperature. Since heat is, obviously, the prime mover in distillation, its accurate regulation must, of necessity, be the master key to open the way to an increased output.

In the plants of to-day, wood of irregular size, quality and moisture content is placed in retorts or ovens heated externally by the products of combustion from one or more furnaces. The heat penetration is necessarily slow and irregular, owing to the many variable elements mentioned. Some of the problems confronting the distillation engineer of the present time, whether dealing with hardwood or resinous wood, are thus presented.

In order to make the situation clearer, it will be well to outline briefly the present state of the art and to follow this by a description of certain methods which are demonstrating their ability to cope with the known difficulties.

In the field to-day are two general types of plants, retort plants (the older) and oven plants (the newer and larger).

The standard retort is a plain horizontal cylinder fifty-two inches in diameter and nine feet long. It holds seven-tenths of a cord. Ovens are of various sizes, usually holding six cords, but are always rectangular in form and provided with tracks on which run small cars to convey the incoming wood, hold it in position while carbonizing, and carry the outgoing hot charcoal to the coolers. The principle employed in each is exactly the same. The time required for a complete "turn-over" is twenty-four hours, which is the same for both types. By a turn-over is meant the time of carbonizing, drawing the charge of charcoal and again filling the apparatus with fresh wood. Therefore, practically the only advantages of the oven over the retort are those of a smaller labor charge in loading and unloading, and also less breakage and loss of charcoal. Hence, it is plain that the first step of wood distillation, i. e., carbonization, is done still in very much the same way that it was twenty or twenty-five years ago.

The retort was in universal use until the discovery of natural gas. While that fuel was extremely low in price, the oven was devised to take advantage of that fact. As the price of gas steadily rose, the owners were, one by one, forced to turn to the use of coal, which for a time caused much trouble, due to lack of proper heat distribution. Even now this feature is far from perfect, and it is very doubtful if ovens would ever have reached their present prominence but for the rise and fall of natural gas.

The carbonization of wood simply means its heating to a rather high temperature and at the same time the exclusion of air. This operation is not as simple as it would at first appear. When heat is applied to the shell of the oven or retort, it is transmitted to the contained wood partly by conduction (to the portions of the wood in contact with the shell) and more by radiation (to wood lying farther from the shell). The first mode of heat transmission is by far the more desirable for the purposes in hand. Cordwood is by nature a most irregular commodity, in shape, character and moisture content. This fact precludes all thought of automatically handling or of equipping retorts to facilitate heat penetration.

When a piece of wood is heated, it naturally first gives up its moisture. After this, if no air be present, the chemical elements of the wood are torn apart by the increasing temperature and then re-combined to form other and totally different substances. For example, it is capable of easy demonstration that there is not a single drop of wood alcohol in a cord of wood. If, however, we carbonize this wood and collect the resulting vapors, we get wood alcohol, the quantity depending on the kind of wood and the *way in which carbonization is effected.* This is true in a still greater degree of acetic acid, which goes to make the commercial acetate of lime. The quantity of such goods or the "yield" is a subject of first magnitude to the producer and will be discussed later on.

When the elements are evolved from the wood, they at once re-combine as stated and in so doing generate heat, thus raising materially the temperature of that particular zone or part of the mass. This is known as "exothermic reaction." It has been but little understood and still less controlled, and forms another complication with which the distillation engineer has had to contend. When the elements of the wood re-combine, they form gas and at the same time a very complex substance which, when condensed, is known as pyroligneous acid or "raw liquor." These substances leave the retort in the form of heated vapor which is carried to suitable water-cooled surface condensers which lower the temperature of the whole. The gas sweeps on through this condenser chemically unchanged, while the vapors are largely reduced to liquid form. Unfortunately, the gas refuses to give up all its valuable burden of vapors but sweeps a part of them on through and out of the condenser. Much good work has been done in connection with this and in reclaiming the entrained vapors from the gas. The manufacturers have, however, for the most part refused to adopt this or other improvements, preferring to adhere to ancient methods while they attributed their misfortune to the tariff, or some equally irrevelant cause. Following this policy, the gas is taken directly to the boiler fire boxes and burned as fuel.

The residuum remaining in the retort is the charcoal of commerce. The pyroligneous acid requires further treatment. Briefly stated, this treatment consists of the following steps:

Settling to eliminate portions of the tar.

Complete distillation to eliminate the balance of the tar which is left behind in the still.

Addition of lime to neutralize acetic acid and form acetate of lime.

Distillation to take off weak alcohol, the acetate remaining in solution in the still.

Re-distillation of the above weak alcohol to bring it up to eighty-two per cent or commercial "crude."

Evaporation of the water from the acetate solution, leaving behind a solid which is commercial acetate of lime.

From the foregoing, it will be seen that in order to reclaim finished products from the (originally dilute) pyroligneous acid, it is necessary to evaporate the whole original volume three times. This takes fuel, labor and apparatus, all of which can be economized in direct proportion to any concentration whatever of the original pyroligneous acid. This fact should be noted for future reference.

We have now reviewed the cardinal points and shown some of the problems which confront the wood distiller of to-day with constantly increasing force.

The methods to be described deal only with the first step of the process, i. e., carbonization, which has long been carried on with little or no improvement in apparatus or methods.

Before discussing the "remedy," let us consider the possible sources of the raw material, wood, its distribution and use.

In the United States to-day there are in operation about eighty firms making acetate of lime, charcoal and crude wood alcohol. Some of these own several plants. These plants are grouped in the original centers of the industry, New York, Pennsylvania and Michigan. They use much forest waste and also mill waste in the form of slabs, but, unfortunately, they use also much good "body wood" which should go for other purposes. The existing plant must have wood as raw material, in relatively large pieces, such as cordwood or slabs.

Great sums of money have been spent in efforts to use finely divided wood such as sawdust, shavings or hog-chips. These efforts have until now been uniformly unsuccessful, partly because of the difficulty of obtaining heat penetration either of the sawdust itself, or of any portion of it which the operator might succeed in carbonizing. The man, therefore, who can use sawdust for carbonization will be enabled to literally "play the game with the discard."

Of the vast quantity of sawdust and shavings now going to waste, a considerable percentage is made in connection with the manufacture of flooring, vehicles, farm machinery, and the like. It is obvious that, chemically, the sawdust is exactly like the wood from which it came. Therefore, the out-turn of sawdust from high-class stock, like the above, is dry, well seasoned, of the right age for distillation, and is free from bark, decay and dirt, which are present in such objectionable quantities in the cordwood and slabs now being used.

This chemically superior material may be bought for a fraction of the cost of cordwood and would long since have replaced it entirely had it not been for certain mechanical difficulties which have stubbornly resisted the efforts of all who sought its utilization by older methods: difficulties so great as without exception to result in failure.

The history of these failures would form a technical obituary too bulky for the present article. In justice to the workers in this branch of the art, it should be said that they have, in general, used well and intelligently those elements and appliances possessed by them at the time. The successful method of carbonizing sawdust (about to be described) has been made possible only by the advent of radically new apparatus.

The cordwood being used costs the operators more each year. The reason for this is not far to see: it must be bought from the forest owner at fifty to seventy-five cents per cord standing; then it must be cut and piled in the woods at about one dollar and twenty-five cents per cord. There it is left for a year or so to season and during that period is subject to very serious shrinkage caused by theft, fire, decay, falling off of the bark, floods and insects. Such wood as escapes these hazards must be hauled out of the woods to the distillation plant, an increased distance each year, as the supply diminishes. After hauling, it must again be piled on the yard or storing ground ready for re-handling to the industrial cars which carry it to its final destination, the retorts. Even where this complicated performance is conducted in connection with a lumbering operation and where every possible economy is exercised, the cost of the wood per cord at the retort is three dollars and fifty cents; oftener, it is four dollars and over. Compare this with the problem involved in the use of sawdust, which may be bought at a price no greater than its fuel value, say one dollar per cord, at point of production. The distillation plant (located close to the mill) receives its sawdust ready for immediate use, direct from the chains of the mill, from which it feeds automatically into the mechanism of the distillation plant, never once being touched by hand, so that the expense beyond the bare cost of sawdust is too small to calculate.

By the perfected process of the American Wood Reduction Company, the formerly rejected sawdust becomes the preferred material. It is taken in a reasonably dry state, passed through a press of unique construction, which has a new and peculiar action on the wood, reducing it to a condition vastly better suited for carbonization than any other form which has ever been available. The wooden blocks resulting are of uniform size, quality and density. They may be handled automatically throughout the remainder of the process. For carbonizing them, there has been designed and constructed a simple retort of low cost, so arranged that each block is in intimate contact with a heat radiating surface, and which heat needs penetrate only to a depth of two inches in order to carbonize completely the entire contents of the retort. Owing to the great density of these blocks, their heat conductivity is very high, hence the whole mass is at practically the same temperature at any given point of time. Thus, when the exothermic period is reached, it is effective in the whole mass and the applied heat may be reduced and thus economized.

Because of the high heat conductivity of the mass under treatment and because of the intimate contact, the applied heat reaches and permeates the entire mass with a very little lag. Hence, there is at no time in the entire apparatus a heat zone materially higher than that at which the vapors are being evolved. It is, therefore, obviously impossible for these vapors to be overheated and thus reduced in value or, worse still, split into a fixed gas.

When the chemist or gas engineer desires to "split" any hydro-carbon into a fixed gas, he does exactly what we are thus avoiding, viz., he brings the vapors of the hydro-carbon into a zone of high temperature and preferably into contact with highly heated carbon such as charcoal. This splitting or critical point of temperature has been well known, but we are now able for the first time with absolute correctness to avoid this splitting, causing those elements of the wood which are sensitive to its influence to be driven off and then condensed in their most valuable form, viz., wood alcohol and acetic acid.

As a matter of record, this system makes from a given unit of wood less than half the fixed gas which is regularly made in older plants. The elements of the wood, thus conserved, become marketable products of many times the worth of the gas.

Distillation engineers may be somewhat incredulous with reason when told that carbonization which takes twenty-four hours by regular methods can now be accomplished in two to three hours and yet produce yields vastly better than existing methods.

Kiln-dried sawdust contains only about five per cent of moisture, while cordwood often carries thirty per cent. When either material is carbonized, its water content becomes a part of the distillate, diluting the pyroligneous acid, which must be evaporated in the refining step three times. The saving due to the use of a dry raw material is thus seen to be great.

It has been known for a long time that the fixed gas from a retort carries with it clear through the condenser a certain part of the valuable volatiles generated in the retort. It should, therefore, be plain that a process making but half the volume of gas from a unit of wood has an advantage.

The perfection of heat control enables the operator to obtain a higher yield and to do the work in from eight per cent to twelve per cent of the time required by former methods. Nearly every that a rapid carbonization results in a decrease of valuable prod- authority on distillation, notably Muspratt and also Senff, states ucts and an increase of non-condensable gas. Under the changed

conditions which have been enumerated, these conditions are in one sense reversed so that a record yield is obtained with unprecedented rapidity. Yet it is probable that no single particle of wood is here carbonized at a speed greater than that which gave older investigators their highest yield. It is easy to reconcile these facts when we consider that all the particles in a retort are now carbonizing simultaneously, so that no time is lost in the delayed penetration of heat.

The charcoal which remains in the retort after the completion of this, the final step of the process, furnishes a study hardly less interesting than those which have gone before. Owing to the peculiarly beneficial action of the special form of press employed, the original chips retain their cohesion to the last, and the product is a charcoal, the like of which has never before been seen, carbonized with absolute accuracy, uniform as to size, with no "bones" and no "fines" and of a greater burden-bearing capacity than the best grades of selected hardwood charcoal.

Briefly stated, then, this process uses subdivided wood such as sawdust, and which can be obtained in vast quantities at a fraction of the cost of cordwood. This fine wood is literally put back together again and is then in such a state of uniformity that it is automatically handled to the retorts, which act at an unprecedented speed and give a yield of salable products from a given unit of wood greatly in excess of any older practice.

The perfection of temperature manipulation gives most surprising returns; for example, an average maple sawdust such as may be had as a regular plant supply at any well selected point will produce the following products per cord of 4,000 pounds:

13 gallons crude wood alcohol.
350 pounds acetate of lime
55 bushels charcoal.

Without monopoly, the sale of these three products is controlled by remarkably strong companies. This places the manufacturers in the enviable position of having entire immunity from selling trouble. The charcoal is consumed largely within a short distance of the point of production, while the other products (acetate and alcohol) have a world-wide market.

They are among the standard heavy chemicals and the demand for them has increased year by year as new uses have been found. They now go into a range of usefulness so wide that even the makers are not entirely familiar with their final disposition.

SUMMARY

Taking, as it does, a raw material now wasted, or at most having only a small fuel value, this process makes products which could be made formerly from billet wood only, which is each year growing scarcer and of higher cost. The yield of products so made is in all cases fully equal to that of older methods, while the yield of acetate is nearly or quite doubled.

This surprising gain is made at the first step of the process and at a speed from eight to twelve times greater than the best former practice. This speed gives to a unit of retort capacity so large an out-turn that the initial cost of the installation will actually be less, while the running expense will never exceed the existing methods.

We may, then, safely say that this process forms the basis of an industry of no mean proportions.

At a demonstration plant in Chicago these problems have been so thoroughly solved that the above results may be duplicated indefinitely by a simple repetition of the original unit. The plant and process are in control of the American Wood Reduction Company, Peoples Gas building, Chicago.

Decadence of Quartered Oak?

A large manufacturer of interior finish recently took up with friends of his in the hardwood business the status of oak as a material for that class of work. He asserted that oak, both plain and quartered, is losing its grip in the interior finish trade, and that unless producers of this commodity make an effort to regain their lost business, the time will be gone when they can undertake a campaign of that sort with any degree of success.

"I am estimating on interior finish jobs all over the country," he said, "and I am forced to say that the number in which oak finish is specified is exceedingly small. Mahogany and its substitutes, including birch and gum, are being given the preference in the class of work where oak was formerly used, while in the cheaper jobs pine has the call. It is my opinion that the oak men are too confident of the stability of their position, and are allowing their business to be undermined without realizing what is going on."

This manufacturer, who seems to have a leaning toward oak, and to desire to continue its use on as large a scale as possible, suggested that the best way to meet the situation would be by means of advertising. He said that the vogue of mahogany, gum and other woods has been brought about by the proper sort of exploitation and that similar plans should be arranged with reference to oak. He had a rather indefinite impression as to what kind of advertising to undertake, but believed that oak should be advertised to the consumer like the other woods.

The suggestion was discussed at a recent lumbermen's meeting which was attended by a number of manufacturers and wholesalers who are interested in oak. It was a novel idea to most of those present, who admitted that they were not prepared to say whether they endorsed the views of the interior finish man or not. They agreed, however, that there has been a loss of business in the direction of interior finish, and that probably the chief reason for this was the increasing use of mahogany and the apparent trend of public taste in the direction of the mahogany finishes, which has resulted in other woods being stained to resemble it when the available appropriation is not sufficient to secure the real article.

In view of the extreme shortage of plain oak, which is now commanding a big premium in all of the leading markets, those who produced this character of stock were not alarmed at the statement that oak is not being used as much as it ought to be in the interior finish business, and were inclined to feel that a let-well-enough-alone attitude can profitably be adopted with regard to their product. On the other hand, quartered oak men were ready to give the suggestions more than casual attention.

The fact that the furniture trade has been somewhat below normal of late has prevented quartered oak from being used in as large quantities as might have been counted on under more favorable conditions, and this led some of the oak men to take the ground that the surplus of their goods is only a temporary result of the lull in the factory trade. On the other hand, others pointed out that many office equipment factories, which formerly were devoted to the construction of wooden goods exclusively and were extensive consumers of quartered oak, are now going into the steel goods line as well, and almost necessarily are reducing their purchases of oak. Without attempting to debate the permanence of this type of furniture, it was conceded that steel cabinets and cases of all kinds are being made, and that they are being used in place of wooden equipment to a considerable extent.

Railways are also using less fine oak finishes than formerly, partly because they are using more steel in the construction of their passenger cars, and partly because mahogany is being consumed in place of the oak which was once foremost in the field. The quartered oak men concluded by agreeing that on the one hand quartered oak is meeting competition with a substitute material, steel, and on the other is having to fight for business with another wood, mahogany, which seems to have been victorious in the contest for a lion's share of the patronage thus far.

"We shall have to admit," summarized a quartered oak man, "that we have lost ground of late. The fight which the National Lumber Manufacturers' Association, as well as the lumber trade papers, is making against the use of all-steel cars may help the lumber trade in that direction, but we cannot expect that organization to battle for quartered oak against mahogany or any other wood. The same thing is true of the interior finish trade. The 'fireproof' fanatics may be beaten in their efforts to rule wood out of building construction, but this effort will not necessarily net us anything unless we have created favor for quartered oak in the meantime. Manufacturers of business equipment who have gone into the steel goods trade—most of them because they fancied they saw a public demand for that class of furniture—may find that they were wrong, and that the wooden commodity is the main thing after all; but if they turn away from metal construction, will quartered oak necessarily reap a benefit?

"We must hand it to the mahogany people, who have been quietly and efficiently plugging away, and who have been winning a place for their goods in every possible line. Wherever fine finish is desired, there you will find a mahogany man, talking not the low price of his commodity, but the excellence of mahogany for that purpose. He is talking it to the architect for the most part, to the interior finish manufacturer some, and to the consumer only a little. He knows that the public will use whatever it thinks is proper, and that the architects who specify mahogany are responsible for the place it has taken in the building trades.

"Quartered oak men have been taking whatever has been offered, without stopping to analyze the situation nor to determine why more business from that source is being offered. Today, with building construction in many parts of the country at a boom stage, and with the mahogany mills running night and day in order to supply the demand for material for interior finish purposes, we quartered oak men are offering our stocks at low prices and are not moving enough to reduce the quantities we have in our yards to the normal proportions.

"We have reached the point now where we are only hoping that the price of mahogany will rise to such a point, following the present heavy demand, that consumers, for the sake of economy, will use quartered oak instead.

"Quartered oak producers, without apology to the mahogany manufacturers who have built up a splendid trade by using good sense and judgment in cultivating users, should go into the market offering their goods not as second best, but as first class, admitting no superior. They should compete for business not when mahogany is too high-priced for the job, but whether mahogany can be used or not. Quartered oak should be put forward not as a cheaper material than mahogany, but as a distinctive finish which has dignity, durability, beauty of figure and finish and historic associations to commend it, and which has been found good enough to furnish the palaces of kings since royalty was established.

"There is no reason waiting for the crumbs of business which fall from the table of the mahogany kings, though that is what some of the quartered oak contingent are doing; but what we should do is to gird up our loins, jump into the arena and make a hard and honest fight for a just share of the interior finish business of the country. Then we won't be as dependent on one class of business as we are now, with quartered oak business dull simply because the furniture trade is dull. Like the mahogany manufacturers, we would be able to keep busy on the building trades' demand, and be able to maintain our prices to factory consumers no matter whether their demand was up to par or not."

A consideration which has been suggested, too, is that it is practically impossible, in some parts of the country, to manufacture plain oak at a profit. Quartered oak must be made in order to enable the mill to be run at a profit. In sections where timber has been purchased at a satisfactory figure, and where manufacturing conditions are favorable, plain oak, for which there is at present a better demand, relatively, than quartered oak, is manufactured almost exclusively. Those who are able to produce plain oak at a sufficiently low price to have a fair margin are thus practically abandoning the quartered oak field, while the producers of the latter material are finding the demand restricted and the output too great because of the encroachments on the one hand of mahogany and on the other of steel.

Mahogany manufacturers are given credit for being rather shrewd in not opposing, if not actually encouraging, the use of substitutes for their wood. That is to say, where a cheaper material than mahogany is wanted, they have suggested the use of stained birch, gum, or some other wood adapted for the purpose of creating a mahogany effect. The mahogany manufacturers have not stood in the way of the development of this trade, but have been rather glad that it has been taken care of, since it carries forward the mahogany vogue and helps to strengthen the standing of the wood. Besides, they have had enough business not to be worried because of the use of substitutes, particularly as the latter only served to call attention to the growing demand for mahoganized effects, if not mahogany itself.

The quartered oak people may not be in position to advertise. They may decide, if the matter is ever gotten into formal shape, that it would not pay them to attempt to use publicity as a means of preventing the loss of additional business or regaining any of the ground that seems to have been taken over by other interests. At all events, however, the suggestion is an interesting one, and it will be worth while to note whether anything comes of it.

Birch for Wood Strains

Wood strains are used for insulators in overhead electric line construction. They consist of pieces of wood ranging from eight inches to several feet in length and from one inch to four or five inches in diameter at their smallest point. Malleable iron lugs are wedged onto the ends of these sticks so that the wood is subjected to an endwise pull. The wood commonly used is hard or sugar maple which is first impregnated with paraffine and then coated with a heavy oil paint.

Sometimes it is not easy to get the right quality of sugar maple at a reasonable price and therefore some of the eastern electrical companies are beginning to use black and yellow birch for this purpose. While black (or cherry) birch is superior to yellow birch, yet both will make good wood-strain material. There is almost no danger of any wood being pulled in two lengthwise when made up as wood strains are. The whole question is concerned with the attachment of the lugs to prevent them slipping off the ends. When this happens the failure is due partly to compression but more particularly to longitudinal shear. By compression is meant that the wood tends to squeeze down so as to slip through; by longitudinal shear, that an outer ring of wood would be pulled off. In reality both occur but the latter is the only one of importance to be considered when woods like maple or birch are used.

The ability of any wood to resist pulling in two in direction of its fibers is many times greater than its resistance to shear. A wood strain of black birch one inch in diameter at its smallest portion would require a load of over 20,000 pounds to cause it to pull in two. As strains of this size are required to stand a commercial test of 3,500 pounds, it is evident that birch is strong enough to resist any tensile stress to which in practice it will ever be subjected. The important point in using a wood softer than maple is to increase the efficiency of the attachments. This can be done by increasing the length of the part inclosed by the lugs.

After wood strains have been in use for some time, the paints wears off leaving the wood protected only by the paraffine. The question then of the durability of the wood under these conditions is to be considered, but there is no reason to believe that birch is not the equal of maple in this respect. Moreover, difficulty of this kind could be overcome by impregnating the wood with some antiseptic oil instead of paraffine.

Lumbermen's Golf Tournament

The Lumbermen's Golf Association of Chicago was particularly favored with a perfect day on the occasion of its sixth annual tournament on Tuesday, June 25. The scene of the contest was the Beverly Country Club at Beverly Heights. The Beverly Club is very prettily laid out, and from a professional viewpoint the course is excellent. While the attendance was not quite as large as last year, it was every bit as enthusiastic, and the meet can be voted a success in every particular. Some excellent scores were recorded, and the playing was replete with brilliant feats contributed by the various contestants. The premier event of the day was the championship contest which was won by Robert Hixon of Toledo, this being his second leg on the cup presented by the American Lumberman. Mr. Hixon won in 1908 and is now tied with W. J. Foye of Omaha, Neb., each of them having won two legs. The close competition between the ablest contenders for the championship cup furnished some excellent play, which was highly appreciated by those fortunate enough to witness it. Mr. Hixon, Mr. Foye and L. J. Hopkins of Chicago were the leading contenders.

C. H. Worcester of Chicago captured the Hettler cup, presented by H. H. Hettler. This cup will become the permanent property of the individual scoring three wins, but so far no one man has won it more than once.

The board of managers of the Lumbermen's Club of Chicago presented a beautifully designed silver pitcher for the player making the best score on all odd holes. There was close competition for this trophy, which was finally won by E. L. Thornton.

The first flight cup was captured by F. L. Finkenstaedt of Duluth, Minn. This cup was presented by H. B. Kehoe. The cup for the second flight, presented by the association, was not captured, as F. V. Mashek and J. B. Ross tied for first place, and will play off within a month. E. S. Gamble was the winner of the third flight cup presented by the Golf Association, while the cup for the fourth flight was captured by T. A. Moore. This cup was presented by J. B. Ross.

It takes a golf enthusiast to successfully write a golf story, and no attempt will be made to indulge in a technical terminology of the game, but it can be said that the course presented a pleasing picture, and was certainly in excellent shape for the contestants. No particular damage was done to the course by the players, except sundry injuries to the tree growth inflicted by Bolling Arthur Johnson, whose chief sport seemed to be hitting the farthest tree as nearly in the middle as possible. Mr. Johnson at least got the full benefit of his caddy services, and certainly far outdistanced the others in the amount of exercise which he realized. It might be added that he broke all records (high) going the rounds in 193.

Through the hospitality of the Golf Association the seventy-five or eighty odd guests were tendered a very complete banquet in the evening, following the play. Everybody was in high spirits and the function was a decided success. The serving of the dinner passed off without any particular difficulty except the interruption occasioned by the efforts of the choir in their gastronomic functions. L. E. Rollo, famed as a chorister, was in evidence as the "Leader of the Band," and was ably assisted by his chief lieutenants and the gathering at large. Popular songs were rendered throughout the evening, and were made more enjoyable by parodies written for the occasion, pertinent to the lumber business and the game of golf.

The dinner was followed by the regular annual business meeting which was presided over by President J. L. Lane, and so complete was his command of the situation as to call forth sundry remarks reflecting on the character of the meeting, comparing it to the recent doings at the Coliseum in Chicago. An instance which called forth hoots, whistles and various other imitations of the steam roller, was the report of the committee on nominations. Following the appointment of the committee they arose and walked around their chairs, sat down and announced to the president that they were ready to report. The ticket they recommended was W. L. Sharpe, president; E. A. Thornton, secretary; S. O. Knudson, treasurer; directors: J. L. Lane, L. J. Hopkins, E. H. Defebaugh, E. C. Mueller, R. W. Fullerton and L. E. Rollo.

A silent toast was proposed to the late Chas. W. Hinckley, Clarence L. Cross and H. D. Osgood, formerly members of the association. The guests arose in a body and drank to the deceased.

President Sharpe then assumed the duties of the chair and opened up the question of the probable course on which the next tournament would be held. A number of invitations were urgently extended to the club, among which were bids from the Edgewater Country Club, the Rock Island Arsenal Course of Rock Island, the South Shore Country Club and the links at Omaha, the home of W. J. Foye. After considerable discussion it was decided to refer the matter entirely to the board of directors. A vote of thanks was then extended the Beverly Club, after which the meeting adjourned.

CHAMPIONSHIP EVENT, SIXTH ANNUAL TOURNAMENT LUMBERMEN'S GOLF ASSOCIATION OF CHICAGO, BEVERLY COUNTRY CLUB, CHICAGO, JUNE 25, 1912.

(For possession of cup, and a gold medal, silver medal to runner-up. Lowest gross score on afternoon play to count.)

Contestants.	1	2	3	4	5	6	7	8	9	Out	10	11	12	13	14	15	16	17	18	in.	Gross.
Robert Hixon	4	3	5	4	4	3	6	5	5—	39	4	6	4	5	5	4	4	5	4	—41	80
W. J. Foye	5	2	7	4	5	3	7	4	4—	41	4	5	3	4	4	5	6	5	4	—40	81
L. J. Hopkins	4	3	6	8	4	3	5	6	5—	42	3	6	3	6	4	6	5	4	3	—40	82
F. L. Finkenstaedt	4	3	6	5	3	4	5	4	4—	38	3	6	4	5	4	5	6	5	5	—44	82
C. H. Worcester	4	3	5	5	4	4	5	5	8—	43	4	6	3	5	4	4	4	6	4	—40	83
Ben Collins	5	4	6	5	3	5	6	5	4—	43	3	6	3	5	5	5	6	6	2	—41	84
J. C. Pryor	6	3	7	6	4	4	5	4	4—	43	3	6	5	4	4	5	5	5	4	—41	84
C. F. Thompson	4	3	6	5	4	4	6	5	4—	41	4	6	4	5	5	5	6	5	2	—43	84
E. C. Mueller	5	3	7	5	4	4	6	4	4—	42	5	6	4	5	4	5	5	6	4	—44	86
H. B. Kehoe	5	6	7	5	3	5	5	5	5—	46	3	6	3	3	5	5	5	5	5	—41	87
H. C. Colburn	6	3	6	5	4	4	6	5	5—	44	4	8	4	6	4	4	5	6	3	—44	88
J. D. Ross	6	3	6	5	6	4	5	5	5—	45	4	6	4	4	6	5	6	5	4	—44	89
J. W. Carey	4	5	6	4	5	4	7	5	5—	46	4	6	4	5	5	5	4	6	4	—43	89
V. F. Mashek	5	3	9	5	6	4	5	4	5—	46	3	7	4	3	5	5	8	5	3	—43	89
G. J. Pope	6	4	7	6	4	5	4	5	4—	45	3	7	6	4	4	6	6	5	4	—45	90
C. M. Smalley	4	5	8	5	4	4	6	5	5—	46	3	7	4	5	5	5	6	5	4	—44	90
F. M. Baker	4	4	6	6	5	4	5	5	5—	44	4	5	5	6	5	8	5	5	4	—47	91
J. L. Lane	7	4	7	7	3	4	6	4	5—	47	5	5	5	5	4	6	6	5	4	—45	92
R. D. Sullivan	6	3	8	6	5	4	6	4	6—	48	4	7	4	4	5	5	6	5	4	—44	92
E. L. Thornton	5	5	6	6	4	4	6	5	4—	45	5	7	4	4	6	6	6	5	4	—47	92
Carl Saye	5	4	7	5	6	4	6	6	5—	49	5	6	3	3	4	6	6	6	5	—44	93
W. L. Sharpe	6	3	7	6	5	4	5	4	6—	46	4	7	8	4	5	5	5	6	3	—47	93
J. A. Gauger	5	4	7	5	5	5	5	4	5—	45	3	8	3	4	6	8	7	5	4	—48	93
E. S. Gamble	7	4	7	5	5	4	6	4	6—	48	5	7	4	5	6	6	6	5	3	—47	95
Perley Lowe	6	5	7	5	4	4	6	5	5—	47	6	8	4	4	5	6	5	6	4	—48	95
E. L. Roberts	6	3	7	7	6	6	6	7	4—	51	4	6	4	7	4	5	6	7	4	—47	98
Percy F. Stone	6	4	8	7	5	4	5	4	5—	48	4	7	8	5	5	4	7	6	3	—50	98
E. A. Thornton	7	5	7	6	5	5	5	5	4—	50	4	6	6	6	5	8	6	5	3	—49	99
W. B. Frazier	6	3	7	7	6	4	7	6	5—	51	4	6	6	5	5	5	6	6	4	—48	99
S. O. Knudson	6	3	5	6	6	4	6	5	6—	50	4	7	5	6	5	5	6	7	4	—49	99
G. T. Mickle	6	5	9	7	4	4	6	5	6—	52	4	9	4	4	5	6	7	5	4	—48	100
W. J. Carney	5	5	8	6	5	5	5	6	5—	50	6	8	4	6	5	5	7	6	3	—50	100
C. J. True	6	4	9	6	5	5	5	7	6—	53	5	7	5	5	4	5	6	6	4	—47	100
C. A. Flanagan	6	4	8	6	4	4	5	5	6—	49	6	7	5	6	5	6	6	6	4	—51	100
F. B. Stone	6	4	9	8	4	4	6	8	4—	53	4	10	8	4	5	5	7	7	3	—48	101
R. A. Bond	7	4	5	6	8	5	5	6	5—	52	3	9	4	6	4	8	6	6	4	—50	102
L. E. Rollo	5	5	8	7	5	5	4	7	5—	51	5	8	4	5	6	6	7	6	3	—51	102
C. Edgar	6	4	10	6	5	5	6	5	4—	51	2	9	4	6	6	6	9	5	4	—51	102
E. L. Grant	8	3	8	6	5	4	7	5	6—	52	4	9	5	6	4	6	7	6	3	—50	102
C. F. Bailey	8	4	8	6	7	4	7	6	7—	57	4	5	3	5	8	5	5	6	5	—46	103
G. C. Hixon	7	4	11	7	4	5	7	6	4—	55	4	8	4	5	5	6	6	6	4	—48	103
T. A. Moore	8	4	7	6	5	5	5	7	7—	54	5	7	5	5	5	8	7	6	4	—50	104
E. H. Defebaugh	6	4	9	7	5	4	5	6	5—	51	6	5	8	5	6	6	7	6	4	—53	104
F. H. Templeton	6	6	9	5	4	3	7	5	6—	51	5	10	3	6	5	5	9	5	7	—55	106
J. W. Embree	7	5	7	7	6	4	6	6	5—	53	5	7	5	6	5	6	8	5	6	—53	106
C. A. Marsh	8	6	9	7	5	4	6	7	5—	57	4	7	5	5	5	8	8	4	4	—51	108
Geo. B. Osgood	6	5	6	5	6	5	7	6	9—	55	4	10	4	5	6	5	6	8	5	—53	108
L. W. Crow	6	4	7	7	5	5	7	5	6—	52	6	7	5	8	5	7	7	7	5	—57	109
S. H. Fullerton	6	5	8	7	4	6	7	7	7—	57	3	9	6	6	5	7	5	6	3	—53	110
E. F. Dodge	6	6	7	7	7	7	7	7	5—	59	4	7	3	5	6	8	8	5	5	—51	110
C. E. Borgeson	7	5	8	9	8	5	7	6	5—	60	5	8	4	5	5	7	7	7	5	—54	114
F. C. Mercer	9	3	9	10	4	5	6	6	7—	59	6	7	5	6	5	9	7	5	4	—55	114
C. B. Hutchins	8	6	8	7	6	6	7	6	6—	60	5	8	8	7	5	6	8	5	4	—56	116
P. S. Fletcher	8	3	9	8	7	6	6	6	10—	63	5	8	3	6	5	6	9	6	5	—53	116
E. A. Allen	7	4	12	10	4	4	7	5	7—	60	6	11	3	6	6	8	7	5	6	—58	118
E. A. Lang	7	5	10	5	7	5	9	5	8—	61	6	9	6	7	5	7	7	7	4	—58	119
M. F. Parker	7	5	11	8	7	5	6	7	6—	62	5	7	5	7	5	9	7	10	4	—59	121
A. H. Caryl	6	4	12	6	5	5	8	8	8—	62	5	9	5	7	7	7	8	6	5	—59	121
F. J. Burns	7	4	9	7	7	7	5	7	6—	59	7	9	6	7	5	8	9	6	6	—63	122
G. H. Deeves	6	5	12	11	7	7	7	4	7—	66	5	9	6	6	7	8	6	7	4	—58	124
J. F. Mingea	9	7	13	8	6	6	7	7	6—	69	5	7	3	6	10	7	7	8	5	—58	127
E. E. Skeele	6	4	13	9	7	4	8	6	6—	63	6	9	5	7	7	8	8	8	6	—64	127
H. H. Hettler	7	9	9	9	6	5	6	6	6—	63	5	11	6	10	6	11	8	7	4	—68	131
H. B. Darlington	9	6	10	10	6	6	8	7	8—	70	6	11	9	8	6	8	7	7	4	—66	136
F. J. Hathaway	8	5	7	8	9	9	8	7	10—	71	5	10	6	8	6	9	8	9	6	—67	138
John Claney	8	8	19	9	10	9	8	8	15—	94	8	12	13	7	10	12	10	8	8	—88	182
B. A. Johnson	13	6	29	14	7	8	14	8	8—	105	6	13	9	13	7	14	8	10	8	—88	193



HERMAN H HETTLER



A TRIO



L. W. CROW

Hettler was caught "teeing up" at the fourth hole. The trio consists of F. M. Baker, E. A. Lang and George Osgood. On the right is seen L. W. Crow very cautiously making his last shot for the eighteenth hole.



CADDIES' BENCH



GREEN AT THE LAST HOLE

The picture to the left shows the caddies before starting out. This roadway is a typical example of the pretty country around the club house. The picture at the right shows the beautiful green at the eighteenth hole.



E. E. HOOPER



J. L. LANE



E. A. THORNTON

At the left is seen genial Ed Hooper, secretary of the Lumbermen's Association of Chicago. Jim Lane in the middle is about to make a pretty shot at the sixth hole. Everett Thornton at the right is just posing.

ARTICLE SIXTY

SPECIALTY MANUFACTURE

The above caption covers such a vast variety of products as to make a comprehensive analysis of the manufacture of all an impossibility. Success in the manufacture of hardwood specialties is dependent more upon the ability to create new ideas for various purposes than anything else. In fact, a great many of the phases of the business, which in the years past were considered of paramount importance, are today practically extinct. In other words, the business is one dependent largely upon fads. As an instance, ten or fifteen years ago one of the largest hardwood specialty manufacturers in the country depended almost entirely for his trade upon the demand for scroll work and fancy beading for furniture and interior finish. The beaded mould was in vogue at that time, and all sorts of intricate patterns were worked out with the idea of creating as varied a line of moulds as possible. In the manufacture of furniture there were innumerable places in which fancy mouldings could be applied, and the article of furniture at that time which showed the greatest delicacy of design and complexity of pattern was in the highest esteem. However, like all fads, the desire for this type of house furnishing gradually waned, and now is really a thing of the past. There is still room, of course, for a considerable output of such fancy turnings as are seen in balusters and grille work, although even in this line the plain, severe patterns are coming constantly into greater favor.



ORNAMENTAL CARVED PEDESTAL

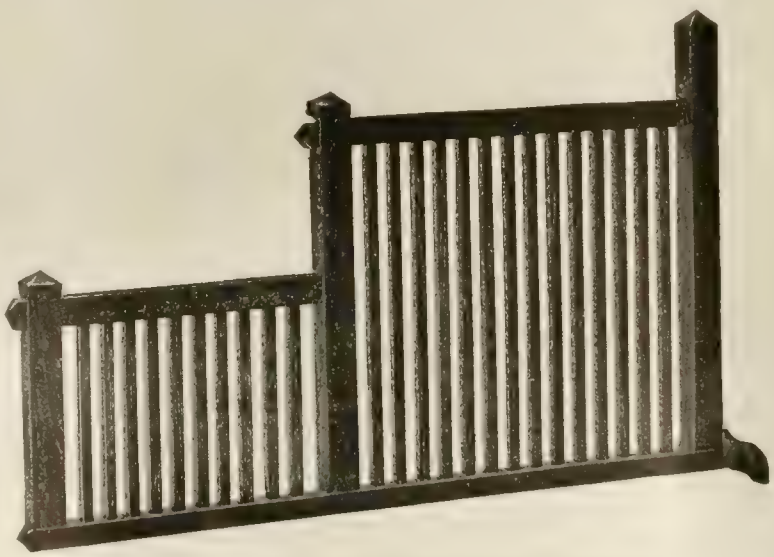
It would hardly seem possible that at one time one concern was turning out 4,000,000 handles a year for curling irons, but such is the case. The demand for this article, however, was not based upon a fad. The conditions were such that ultimately the demand for curling irons was supplied, and as a consequence fewer were manufactured, which of course meant that there were fewer curling iron handles turned out by the hardwood specialty man. Today the concern which was manufacturing this vast quantity twenty years ago is doing practically nothing in proportion in this particular line. In place of curling iron handles, however, are a great many other types of small handles of hardwood, such as would go into button hooks and similar articles now turned out by the ordinary handle manufacturer. The specialty man is not looking for such trade as the manufacturer of chisel and hammer handles. In fact, the article which he manufactures calls for an altogether different type of wood. While for the hammer handle hickory is essential, the handles that are manufactured for such articles as button hooks and curling irons would require entirely different physical qualities of wood. Here can be used such species as maple or birch, as with all turnings evenness of texture and softness are the essential features. Well seasoned gum is also in favor.

Spindles for grille work occupy quite an important position as a feature of the specialty manufacturer. The style of this article has also altered very materially. While formerly the average spindle was turned out with fancy beading, today a great many of them are of straight lines and form merely a plain lattice. The manufacture of balls and dowels for various purposes has been of considerable importance. In this line maple is better suited than any of the other woods.

A large Chicago house, the Artistic Wood Turning Works, has always been a leader in creating styles and new fields for the product of the specialty man's mill. This concern has confined itself to developing new ideas with a view of turning out a product at a price which would make its general sale possible. This has been particularly true in the manufacture of pedestals to be used to support fancy jardinieres for plants and for various other purposes. Formerly the pedestal was manufactured by the furniture man and commanded such a high price that it was beyond the reach of a great many people. However, by close study the manufacture of this article has been put on such a plane as to make its cost moderate. A very comprehensive line of designs and styles, representing the ideas of a number of manufacturers, has been gotten



NEW DESIGN OF TWISTED PEDESTAL



SEPARATOR USED IN HABERDASHERS' WINDOWS

up. These articles are made of both solid and built-up stock, and are principally of oak, finished in various ways. The concern referred to buys a considerable amount of lumber annually for pedestal manufacture, and for this purpose requires a bone-dry stock. A considerable amount of stock for various purposes is bought in built-up squares made of 7/8", 1 1/8" or 1 3/8" stock glued together. Squares bought for this purpose will run from 2 to 6 inches in diameter and of random lengths. The wood going into the squares at present is mostly gum, but with changing styles the material also changes. The manufacture of specialties, and notably of pedestals, represents a comprehensive field for the sale of dimension stock. The above mentioned concern consumes approximately 100,000 feet of dimension annually. In lumber it buys about 25,000 feet monthly.

The manufacture of pedestals is undoubtedly a line of specialty work which has come to stay, as it has been put on an entirely different plane within the last six or seven years. It should form an increasing source of consumption for hardwood lumber and dimension stock.

Another line of manufacture in which hardwoods exclusively are used is store or window display fixtures. Under former merchandising conditions the retail store, except in the larger cities, overlooked entirely the possible advantages to be derived from attractive window displays. In a few instances the larger city stores were well equipped to decorate their windows artistically, but the development of the permanent window display has been, generally speaking, of comparatively recent origin. With its successful application in the big department stores it has been spreading to the smaller towns throughout the country, and as a result a very considerable industry has been built up in the manufacture of the necessary appurtenances. Formerly the retail store man demanded brass fixtures entirely, but the choice is now running almost exclusively to ornamental wooden fixtures. Under this heading are a great many articles intended to most attractively display the storekeeper's wares. There are various kinds of trees for haberdashery for displaying gloves, collars, ties and shirts, while the shoe retailer has an entirely different line of fixtures consisting in the main of what might be termed a draftsman's board in miniature. Hardwood lumber in various forms is used exclusively in the manufacture of these fixtures, and oak seems to have the lead in desirability. Mahoganized gum, however, as in the case of the pedestal, is coming into considerable favor. The raw material is bought either in the form of lumber and cut up at the specialty plant, or in dimension stock from the mill. This goes into the smaller parts, while the larger slabs, such as the shirt-stands and the shoe stands, are made of three-ply panels. A new idea in window decoration is illustrated in an accompanying cut showing a window divider. This is used to block off one display from another, and is portable so that the window space can be apportioned in different ways.

Pages could be written on the myriad of articles turned out by the specialty man, but by the time it was finished he would very likely have some new idea to add which might put some of the other ones out of date entirely. Only a few of the most important and apparently stable of these lines have been touched upon in this article, and it certainly seems that, taken as a whole, the manufacture of hardwood specialties would provide a very considerable market for hardwood lumber and panel stock.

Yellow Poplar and Cucumber

The question of the proper identification and classification of various kinds of lumber is a constant source of annoyance to the distributors of forest products. This is most notably true in cases of the various species of oak lumber coming from different sections of the country. In other cases, however, the less abundant species, in the form of lumber, are very often mixed with important commercial timber trees growing intermingled with them when their physical characteristics are of about the same nature. This is notably true in the case of yellow poplar (*Liriodendron tulipifera*) and cucumber tree (*magnolia acuminata*). These trees grow closely intermingled in southern Appalachian and Great Smoky mountain regions, the poplar of course representing a much more abundant growth than the cucumber.

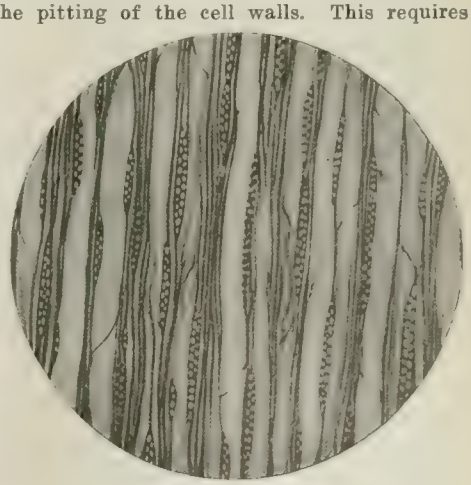
For all practical purposes it is feasible to include the product of the cucumber tree in shipments of yellow poplar lumber, as the physical characteristics of the two woods are very nearly of a parity. The similarity of their cell structure can be readily seen in the two accompanying illustrations, showing the wood in thin radial sections under a powerful microscope.



RADIAL SECTION YELLOW POPLAR

An analytical key of wood species shows the two woods to be practically of the same classification. Both are ring porous woods, namely, woods in which the pores are arranged evenly throughout the texture rather than grouped along the rings of annual growth, and are of the same general size. They are small and indistinct, but can be readily seen with an ordinary magnifying glass. The pith rays in both species are small but distinguishable, and form a point of distinction in the two woods. In yellow poplar they are considerably larger than in the cucumber tree, and in the illustration shown herewith it can be seen that in the poplar they are mostly three cells wide and usually from twenty to forty cells high. Those in the cucumber tree are usually not more than two cells wide and from ten to fifteen cells usually not more than two cells wide and from ten to fifteen cells high. This difference in the width and height of the rays can be seen under an ordinary magnifying lens, whereas the difference in individual cells can only be seen under a compound microscope.

It is difficult to give any specific manner by which a layman ordinarily equipped can successfully identify the two woods in the form of lumber except from his woodsman's instinct, but for accurate purposes the most successful means of identification is found in the character of the pitting of the cell walls. This requires a powerful microscope and thin sections made in a longitudinal direction. It will be found that the pits in the vessels of the cucumber tree are long and narrow and arranged ladder like. This arrangement is technically described as scalariform bordered pits. On the other hand, those in the vessel walls of yellow poplar are usually round or elliptical.



RADIAL SECTION CUCUMBER

Specific vs. General Quotations

A furniture manufacturer was laughingly discussing the letters which he receives from lumbermen who have stock to offer.

"They are all so nearly alike," he said, "that unless I pay close attention to the letter-heads and the signatures, I am likely to assume that they are all from the same person.

"I am constantly informed that lumber is being offered which consists of dry stock of good lengths and widths, and that the grades are all right. Inasmuch as everybody tells me this, how am I to determine which is the best lumber? As a matter of fact I am not able to do so, and a letter of this kind doesn't interest me at all. I am looking for specific facts, not generalities, and there is no more reason why I should buy lumber without knowing what the description of the stock being offered me is than I should order a suit of clothes without examining the pattern or finding out something about the design which is to be used in making up the suit."

The art of letter writing used to consist of the ability to string pretty phrases together, and make a dissertation on the weather or the condition of the spring crops sound like one of Lamb's essays. Letters in the good old days were not supposed to sell goods. Now, however, the letter-writer who commands the most praise—and salary—must be more than an artful composer. He must not only be able to use words to the best advantage, but must weave enough facts into his epistles to enable the man at the other end of the line to visualize the goods which he is offering.

These are at least the principles which apply to letter-writing when selling every other class of goods in the country, and there is no good reason why they should not be true of lumber. Lumber is frequently sold by mail to consumers, at the expense of the retail dealer, who wonders how it is done and insists that it is because of some sleight-of-hand or underground methods which will not stand the light of day. Probably, however, mail-order concerns which flourish on their lumber trade manage to sell because they are able to describe their goods as attractively as though they were talking about grand pianos, books or motor-boats, and consequently get the interest and attention of the man who is in the market for lumber. The yardman in the town of the consumer can't tell his prospect much about the stock, except that he will agree to deliver so many thousand feet of a certain grade. Naturally the better description wins, even though it is a long-distance effort, prices and other factors being equal.

A lumber salesman, working on commission for a sawmill down South, used to get in touch with possible customers in the market where he was located over the telephone. There may have been occasions when he varied his methods of offering stock, but they were not many. Usually his appeal for business was something like this:

"I've got a mighty fine car of plain oak ready for shipment, and if you can use it, I'll make the price right. It's dry as a bone, and has good, wide stock in it. This is good stuff," etc., etc.

The fault of the solicitation was that the salesman did not know anything about the lumber he was trying to sell. Consequently he was not able to give the customer a particularly clear impression of it, except that it was lumber of a certain kind and grade. Besides, the temptation was constantly present to vary the description to suit the needs of the consumer, and if the latter wanted a certain percentage of long stock, or required the lumber to be six or eight months from the saw, he immediately gave assurances that such was the case. Then, if he had quoted a low enough price, the order was sent in, and probably he had to settle a kick a little later in case the description of the lumber delivered failed to tally exactly with that which he had given verbally. That there should be a coincidence in these descriptions would be a coincidence of circumstance and not the result of premeditation.

Many lumbermen argue that it is impossible to describe lumber exactly, and that the salesman who tried to describe the stock he was selling, as far as lengths, widths and age are concerned, would not only attempt the impossible, but would embarrass his employer. They take the ground that in most cases the information is not at hand, especially if a wholesale business is being done and lumber is coming in from a large number of mills and moving out in quantity every day. They state further that is is not practicable to try to give data which can only be secured by an extremely laborious compilation of facts from the tally-sheets.

It may be that this is the case; yet, with the point so clear that lack of identity is what hampers lumber sales, and that giving offerings of lumber individuality by descriptions based on the actual qualifications of the stock would help to move it in cases where ordinary methods fail to get results, there seems to be room for the operator who will go to the trouble of digging up those facts and supplying them to his salesmen so that they in turn can offer their customers not merely lumber, but certain lumber.

The average buyer is not in the market for merely lumber. He has certain definite needs, and unless he is making a wide variety of goods and therefore requiring numerous dimensions, he prefers to have his stock run according to given widths and lengths, just as he wants it to run according to agreed grades and thicknesses. If one lumberman agrees to deliver a car of lumber containing thirty per cent of 12-foot boards, and twenty-five per cent 10 inches or over in width, whereas another offering has no statement as to the percentage of wide and long stock, it is a practical certainty that if his requirements run in that direction, the purchaser will buy the first named car.

A prominent hardwood man said: "I have gotten expressions from customers which prove to me that the biggest mistake made is to write a letter which is intended to sell lumber, and then fill it with stock phrases, general statements and improbable claims as to the character of the stock, when you know that the prospective buyer is trying to find out the exact description of the lumber. If I can't tell all about it, I tell as much as I know; and that goes a long way in getting the attention of the buyer, who is likely, otherwise, to toss your carefully framed epistle into the wastebasket with no more compunction than you would a circular from a concern that is trying to sell you a piece of machinery without telling you what it will do, how much it will cost or why you should install it in your mill."

Another consideration in this connection is that the efficiency of salesmen can be greatly increased if sales letters are properly used. Most of the time the traveling man solicits customers without knowing whether or not they are in the market or are likely to be. He simply "makes the rounds" and picks up whatever inquiries he happens to run across. His calls are limited in number, of course, and inasmuch as a large proportion of those seen are not buying, the number of people solicited who are actually ready to purchase is extremely small.

If selling efforts were extended in the direction of letters telling what the firm had to offer, and advising that if the customer were interested a salesman would call with a complete description of the lumber, it is probable that the elusive inquiry could be cornered and the time of the salesman put into much better advantage than under present conditions, with the latter "shooting at the moon" most of the time in his quest for business.

It would mean a little more careful cultivation and a little more intensive effort, but according to the scientific farmers that is the kind of system which makes crops increase.

Splash Damming on the Big Sandy

Reprinted from the American Carpenter and Builder, June, 1912.

The public hears much about forest denudation and the extinction of forest growth, but there are but few types of American forest trees that are nearing their end. One of the splendid varieties whose lumber product is not increasing, owing to timber scarcity, is yellow poplar *(Liriodendron tulipifera)*, which has been known for years commercially in the eastern section of the United States as whitewood; and in Great Britain and the Continent, where it is a favorite, as yellow wood, or tulip wood.

There is only one variety of tulip wood, that of the United States. The original range of growth was extensive, ranging from Massachusetts southwest to middle Georgia, with a heavy growth in Ohio, Indiana and the southern part of Illinois, a scattering growth of inferior quality in other sections, and even along the seaboard of the lower Atlantic it is found in tide level areas, but here the color and quality of the wood is not of as good a type. The original forest growth of poplar in Ohio and Indiana is said to have been excellent, but these forests have been practically denuded for more than a quarter of a century.

The real home of the highest type of poplar is in the Alleghenies, Blue Ridge and Appalachian mountains, where it often attains a length of bole of one hundred feet, and a diameter of five to eight feet at the stump line, and specimens ten, eleven and twelve feet are not infrequent.

Poplar is a wood of almost universal utility. From it were made the canoes of the aborigines; from it were rived the shingles and siding of the homes of the pioneers; from it were carved the chopping bowls and tubs of the housewives of a departed age. In a latter day it was the general house-building material of the Middle West, antedating white pine. The wood is soft and of a rich yellow tinge of heart-wood and very thin and white sap-wood. It withstands alternate dryness and dampness, and holds paint in a most wonderful way. Therefore for years it has been the favorite material in woodwork constantly exposed to the weather. Every Pullman car, passenger coach, express and baggage car that has been built up to the last year or two, when steel coaches came into questionable vogue, was sided with poplar. Every street car panel is of poplar; likewise nearly every sign board on the front of merchandising establishments. The wood is also used almost to the exclusion of all other material in the making of coach and carriage bodies, high class automobile bodies and the bodies of grocers', butchers' and laundrymen's wagons. It has always been popular for the interior finishing of houses, where permanent paint or enamel work was desired, and also for general furniture and cabinet work. As a matter of fact poplar has been the chief material of general utility for the making of everything from the cradle of the pioneer to the coffins of his sons.

The forest in which poplar has its habitat is a splendid sight. Its best growth occurs at elevations above the sea level of from one thousand to four thousand feet, seeking higher altitude in its southern ranges, and is intermingled with hickory, hemlock, buckeye, chestnut, cucumber, the oaks, the walnuts, and various other varieties. However, the poplar trees, growing in the deep coves of the mountains, are predominant in the forest, although rarely existing in groups, as the growth generally is scattered, one, two or three to the acre; but they have shot straight up with their



A TYPICAL LOGGING CAMP IN THE CUMBERLAND MOUNTAINS



SNAKING THE LOGS TO SKIDWAY

beautiful and perfectly formed boles and massy tops, until they not only exceed the height of the other trees, but are conspicuous for their large size. The best type of poplar, the veteran of the forest, is often from four hundred to seven hundred and fifty years old.

From the location of growth in the deep recesses of the mountains, and the difficulty of hauling large logs, or lumber made on portable mills, to lines of transportation, the total product is not comparable in quantity to woods like white pine, yellow pine, some of the Pacific coast forest products, or other varieties growing in a comprehensive way. Very often every tree has to have a separate trail swamped out for the logs. Therefore poplar logging operations are very expensive, and the cost of the lumber is comparatively high.

The estimation and value of poplar lumber has induced heroic efforts on the part of lumbermen to secure it, with the result that many mountain forest areas have been largely denuded of the growth. It is only in exceptional localities, where the transportation of logs and lumber, at present, is a physical impossibility, that any considerable quantity remains uncut. It is anticipated that during the next ten years essentially all of the poplar producing country will be denuded, and after that the wood of this variety that reaches the market will be small in quantity.

The last grand stand of poplar timber, in anything like comprehensive growth (and here it grows intermingled with white oak) to the extent of perhaps twenty per cent of the forest, is in eastern Kentucky, West Virginia, east Tennessee and western North Carolina and in Virginia, at the headwaters of the Big Sandy river, which flows into the Ohio at Catlettsburg, Ky. For more than thirty years this stream has had the reputation of supplying from its watersheds the highest type of yellow poplar, and the remainder standing in its upper reaches exists owing to the physical difficulties of the transporting of logs to floating water in the lower stream, which for years were deemed insurmountable.

The upper Big Sandy river breaks through the Cumberland mountains, and runs at the bottom of a stupendous gorge often not more than one hundred and fifty feet in width, with embattling cliffs that rise in places in a sheer wall more than a thousand feet from the water. This gorge is tortuous, and the river bottom is strewn with immense rock masses and boulders. For years attempts were made to "run" the Breaks of the Big Sandy, but they were abortive, as the logs were "hung up" in jams or were broken and ground to pieces from their impact with the rock walls and boulder-strewn course of the river.

Recently an enterprising lumber company, which has manufactured poplar lumber for many years on the Ohio river, and which was the owner of a tract of virgin timber on the upper Big Sandy, conceived the idea of "splash-damming" the poplar logs through the gorge to rafting water below it. Splash-damming is not new in mountain logging operations. For years small dams of logs have been built in minor streams, and by taking advantage of the spring and fall tides, logs have been driven out to the larger streams where they could be floated. However, splash-damming the Breaks of the Big Sandy was a stupendous proposition in dam building, when it is considered that the terminus of the last mile of railroad penetrating the country, was more than twenty miles distant, and the only way of getting materials to the proposed dam site was across two mountain ranges on cattle trails.

In this region were a hundred million feet of splendid poplar timber, which if converted into lumber, meant a value of more than three millions of dollars. The profit in this enterprise was the prize sought.

The suggestion that the author would be a welcome guest at the logging camps in this remote mountain region, and would have the opportunity of witnessing the initiation of the big concrete



THE BIGGEST LOG DUMP IN THE HISTORY OF YELLOW POPLAR LUMBERING. LOCATED IN RUSSELL FORK OF BIG SANDY RIVER IN DICKINSON COUNTY, VA. ABOUT ONE MILE ABOVE THE "BREAKS OF SANDY."

THIS DUMP IS TWO-THIRDS OF A MILE LONG AND 50 FEET DEEP, CONTAINS 36,000 LARGE VIRGIN FOREST YELLOW POPLAR LOGS; TOTAL LOG SCALE 27,000,000 FEET.

dam that was designed to splash out a million dollars worth of poplar timber annually, was inducement enough for him to catch the first train headed toward the operation. After reaching the saw milling point on the Ohio river, it was a full day's journey on the tortuous one-hundred-and-fifty-mile stretch of the railroad up the Big Sandy, the dividing line between Kentucky and West Virginia, to its terminus against the solid embattlement of rock—the Cumberland mountains. From this point it was a tote-wagon ride across the mountains over a road that had no license to be designated as such.

The destination was "headquarters camp," a crude cabin in the very heart of the mountains from which went forth directions for the clearing of the poplar timber from fifteen thousand acres of land in a single season.

The big lumberman and his staff of cruisers, woods bosses, railroad men, mechanics, swampers, choppers, teamsters, cooks and men-of-all-work had come into this unbroken wilderness less than nine months before, and had nearly accomplished the task set before them. Into Dickinson county, in southwestern Virginia, an area one-fourth the size of Rhode Island, containing not a mile of railroad or other transportation facilities, these woodsmen had come bent on a gigantic and risky undertaking.

Scores of tote-teams were employed to drag along the trails portable sawmills for the making of wooden tram rails; food supplies for hundreds of men and mules; logging locomotives, tools, and all the rest of the necessary paraphernalia. Beyond all this building of a great concrete dam across the main stem of the Big Sandy was undertaken. For more than six months relays of four-mule teams were employed in hauling cement across the broken country to the dam site, and scores of men were employed in its building.

For a certainty transportation facilities of some sort had to be devised to take this forest wealth out through the hitherto impassible Breaks. It was an experiment, and it took courage to invest more than a million dollars in logs piled in a gorge of a mountain stream, which never had delivered more than ten per cent of those put into it.

The crude log camp "shacks" where these stalwart denizens of the forest were housed would scarcely appeal to the resident of a modern city apartment, but here these husky woodsmen, often accompanied by their wives and children, took up their temporary abode year after year as the forest was penetrated farther and farther.



TWO VETERANS. A SEVEN HUNDRED YEAR OLD YELLOW POPLAR AND A WELL-KNOWN MOUNTAINEER OF THE OLD SCHOOL

To those who have never seen a virgin forest tree it is a revelation. The widely branching, short-bodied park tree bears little resemblance to the monarch of the forest. The bark, the leaves and the flowers are the same, but here the similarity ends. The Almighty planted these trees in the remote ages. They strove upwards, and certain particularly favored ones outstripped the others. They covered the minor growth with their shade, weakened it and killed it. These great poplars of the upper Big Sandy are the survival of the fittest, and stretch skyward until often they rise to a height of two hundred feet, with trunks from three to seven feet in diameter. They are straight, bark-covered giants, and their foliage is so far distant that its form of leaf scarcely can be recognized.

To the layman the felling of one of these trees with axe and cross-cut saw is an alluring sight. When the great tree falls it crashes among the smaller growth, and its resounding impact with the earth jars and reverberates through the mountain coves. After the body of the tree is cut to log lengths, the bark is removed (or "scalped" as the local vernacular has it) so that they may be hauled more easily, and also to eliminate the danger of borers working under the bark and injuring the sap-wood. Each



WITH THE AID OF A CONCRETE SPLASH DAM, 350 FEET IN LENGTH AND 25 FEET IN HEIGHT, LOCATED ONE-HALF MILE BELOW THIS LOG DUMP, THESE LOGS WERE DRIVEN THROUGH THE BREAKS OF BIG SANDY RIVER TO PIKEVILLE, KY., AND THERE RAFTED AND FLOATED DOWN TO THE OHIO RIVER AT CATLETTSBURG, KY.

log is also slightly chamfered at one end to facilitate snaking to the skidways.

After the logs are snaked by four-mule teams to the skidways, they are loaded onto cars with a steam hoisting apparatus, and in train loads are hauled by a geared locomotive to the "dump" in the gorge of the river.

On building the concrete dam intended to splash out these logs it was found necessary to blast out monstrous rock obstructions along the canyon. These masses that had fallen from the mountains would have caused the logs to form in great jams, and have defeated the object of the enterprise. Thousands of pounds of dynamite, coal, drills and forges were packed on men's backs down into the gorge, and the rocks were drilled and blown to pieces.



THE BOTTOM OF THE GORGE AFTER THE GREAT ROCKS WERE BLOWN OUT—TEN MILES OF THIS TO RAFTING WATER BELOW.

It must be known that no union scale of hours for a day's labor prevails in mountain logging operations. At all camps the rising bell is rung at three o'clock and breakfast is served a half hour later. Every axe-man and cant-hook man is at his post at the first streak of dawn, while relays of railroad crews work in succeeding shifts both day and night. It is an everlastingly hustle in the woods work of the Big Sandy country, from the time a big job is started until the logs are on their way to the mill.

At the river terminus of the main logging road above the Breaks, for months had been piled in the gorge (with the aid of a steam engine and its accompaniment of drums and steel cables) nearly forty million feet of yellow poplar sticks of timber, ranging in length from twelve to thirty-eight feet, equal to more than eighty-one thousand logs of a sawmill length. Here was the largest assemblage of poplar ever made at one point in the history of its manufacture. The log dump was more than two-thirds of a mile in length, and the timber was closely piled in the gorge to a depth of fifty feet.

The big splash dam at the head of the Breaks, a half mile below, was nearing completion. The dam consisted of several concrete piers, between which were immense "flues" or flumes, temporarily filled with a series of beech spars and oak splash board planking. The wooden false-work was to be released by the explosion of wooden "triggers," which held in place the big logs running from pier to pier. These logs in turn supported the upper end of the spars, the lower ends of which were held in place by the toe-sill of the dam.

One evening the presiding genius of the undertaking announced, "We are going to turn 'er loose tomorrow."

For months he had been piling dollars in the form of poplar timber into the gorge; for months he had been piling dollars into this great splash dam. There had been no rainfall on the water shed of the upper streams since the winter before, and one could wade the Big Sandy and not get over his shoe tops. Right now there had been some rain—not much, but a little. It helped the flow of water in the five main branches above the dam. The splash boards were in place, and the water was gradually rising in the dam.

There were no laggards when the camp bells rang the "getting-up" call next morning. Every man was to see if his last nine months' work for the big corporation meant success or failure. The early morning was gray to the point of impenetrable darkness. There was no familiar outline of mountain tops. The



SPLASH DAM AFTER HEAD OF WATER WAS EXHAUSTED

streams were obliterated by the dense folds of the fog. The wind shifted the masses of vapor now and then, revealing the familiar heights. The rising sun finally diffused the fog, but the perspectives were still weird and indistinct. Shadowy forms appeared suddenly and disappeared unexpectedly. The chug and grind of the locomotives were indistinct. The harsh voices of engine-drivers were softened and made musical, and floated uncertainly on the eddying air.

In the great penned-in mass of water above the dam logs crouched one against the other. There was a slight forward movement of the timber mass. As the sun climbed towards the meridian the light increased. The fog rose slowly, and the mountain tops protruded. A soft breeze billowed the fog before it in great clouds. One valley was seen clearly and then another. By noon the landscape had become familiar, save as it was obscured by the fragments of mist which hung here and there in deep coves, or floated about the top of a timber clad summit.

A regiment of woodsmen and natives had encamped along the



HAULING TRAIN OF LOGS TO THE DUMP

battlements of the gorge to see the great spectacle. But few mountaineers believed that it was possible to "drive" the Breaks. They had tried; their fathers and their fathers' fathers had tried; all former efforts had been failures.

Along the dam active preparations were seen. Electric wires were being strung and tested. Sticks of dynamite were taken out across the piers and inserted in the great triggers. At noon every detail was complete, and expectation was at its highest pitch.

"All's ready" came the cry. The man in charge of the electric battery crouched in his shelter. A few, heedless of the risk, retained their exposed positions.

"All's ready" again came the cry, followed almost immediately by "Let 'er go!"

Down shot the plunger of the battery. Five great blocks of wood were lifted from the tops of the piers, their rise being followed by a volleying crash as the report echoed and re-echoed through the narrow canyon.

The shattered triggers rose as great black balls, and passed away into nothingness as had the fog. Five fifty-feet poplar logs leaped and rebounded from their impact with the rigid steel posts set in the concrete piers. The spar logs jumped from their places against the toe-sills, their lower ends swept forward, and following came a mad tide of timber, foam and water that rushed through the five great sluices with a deafening roar. The weight of the flood shook the hills, and there were great masses of spray that filled the gorge to the hill tops. One could scarcely see what was actually happening. One thing was sure, a moment before one could pass dry-shod across the gorge below the dam, and now it was a raging torrent of water and huge logs.

The surface of the water above the dam hollowed out, while the pent-up flood below bulged in the center several feet above the outer water level. Great sticks of poplar became jammed



MAKING THE POPLAR LOGS INTO RAFTS DOWN THE RIVER

one with the other, and jumped clear of the water, and then fell back into the hurrying flood.

"I guess it's all right," said the big boss. "We'll know pretty soon, but I believe that five hundred acres of water with a twenty-five foot 'blue-head' turned loose through the Breaks will take some logs with it."

Forty-five minutes after the dam was exploded, the telephone bell at Bart's Lick camp, just above the dam, rang vigorously. The voice at the other end of the line said: "The blue-head is here. The head of the drive has passed the mouth of Grassy, and the logs are in rafting water."

The length of the Breaks of the Big Sandy is an even ten miles, and the great drive had thus made the run at the rate of



STEAM LOG LOADER

twelve and a half miles an hour.

Two mountaineers had periled their lives by climbing down the precipitous cliffs that encompassed the river, in order to get the best possible view of the drive. They stood on a cliff just above the mouth of Grassy creek when the mass of logs, foam and water came flashing past them. At one time in their career they had had the exceptional opportunity for mountaineers of visiting Niagara Falls.

"Lige" said one of them, "Hit makes N'gree Falls look like four bits' worth of blockade whisky in Dave Lockhart's camp, don't hit?"

"I reckon it do, Bill," vouchsafed his companion.

The Editor at Play

Camp Gibson, Elkmont, Sevier Co., Tenn., July 1, 1912.

To paraphrase the pertinent observation of Henry Ward Beecher, perhaps the Almighty might have made a more salubrious and alluring region for health and pleasure-seeking than the Great Smoky Mountain region—but He didn't.

I have tramped nearly every section of wooded area of the United States and Canada, and I never yet have found such a combination of favorable features for camp life as is embraced in the lower Appalachians for a summer sojourn. The temperature is right, the air is delightful, the spring water is pure and plentiful, the scenery is magnificent, the flowers are in profusion, bird life numerous, and in tree growth the region abounds in more than a hundred varieties. While the game has been pretty well hunted out during the hundred years of sparse human occupation, still there are considerable numbers of bear, deer and turkey to be found in the remote tops. In the higher altitudes the streams also abound in brook trout.

Satisfactory, and in some case, remarkably alluring food supplies are obtainable. There are no finer food product than the fine water-ground, white corn meal, of mountain grown corn, and if there is a more delectable sweet than mountain honey, I don't know where it abounds.

* * *

My summer camp this year, where I am seeking health and recreation, and incidentally entertaining quite a number of my friends, is located just above the forks of the east branch of Little river, on the timber property of the Little River Lumber Company. It is about two miles farther up the stream than my 1911 camp. The aneroid barometer indicates an altitude above sea level of approximately 4,000 feet. The thermometer shows a variation in temperature of from 75 degrees at mid-day to 50 at midnight. The big spring, gushing from the rocks a hundred feet above the camp, which is the purest, sweetest water imaginable, has a temperature of 34 degrees.

My camp equipment this year is quite elaborate and includes an 8x10 Amazon cook tent, in which, mounted on a rock foundation, is a sheet iron camp stove, the remainder of the space being devoted to shelves for preparing meals, and for the storage of the food that grows in tins in Tennessee. Two packing trunks constitute receptacles for flour, sugar and other dry food. Over one of the trunks is the bunk of the cook. All the cooking utensils are of aluminum.

Avery Gouge, a typical mountain lad, is cook and general handy man about camp. While he might not be a cullinary star in the Blackstone kitchen, he can discount any cook in that hotel in keeping a camp-fire stacked with back-logs, and in chopping wood. His hot biscuits and "frying cakes," his coffee and baked beans leave nothing to be desired.

Two 10x12 regulation army tents, with flies, provide for both sleeping quarters and a place for the dining table in the event of rain.

Through the kindness of the Little River Lumber Company's logging contractors, each tent is floored with planed hemlock boards. I use the Gold Medal folding cots and chairs, manufactured at Racine, Wis. The mattress bags are made from khaki stuffed with tips of the branches of spruce and hemlock. The bedding is regulation seven pound army, wool blankets. My guests this year are even luxuriating with pillows, covered with thin blue fabric cases. Oil heating stoves afford means of warmth on rarely necessary occasions, and in drying out the tents in case of unexpected periods of extremely wet weather.



AVE COGDILL AND HIS BEAR DOG "JOHN"

The tents are lined up on a side hill—and side hills are no topographic exception in the Great Smokies—face a patch of scarlet horse-mint blossoms, beyond which are great piled-up masses of laurel, now just coming into bloom. Beyond the laurel, three hundred feet from camp, is the noisy left-hand prong of the east fork of the river, tumbling down its rock-strewn bed, and carrying constant music with it.

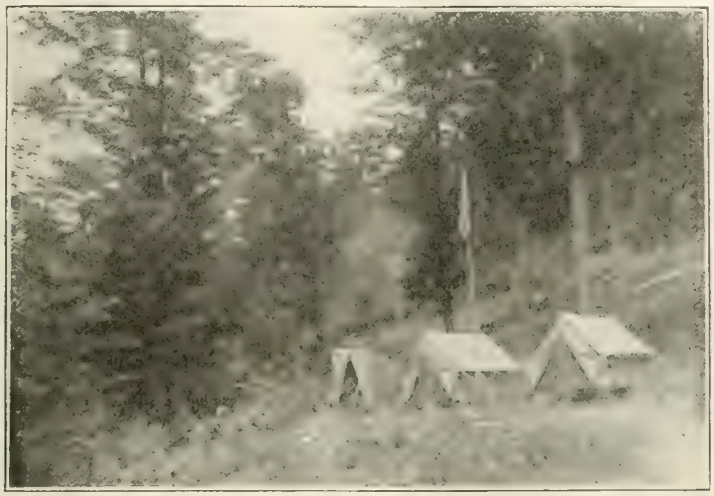
From the trail, a hundred feet up the hill back of the camp, is a surpassing view of Goshen Ridge, at the left of which can be seen the deep valley of the right-hand prong of the river. Away beyond, cloud enveloped more than half the time, is the stupendous top of Clingman's Dome. It is one of the most entrancing views of the timber-clad mountain land in the land.

* * *

Surrounding the camp is a space of two or three acres devoid of all but a few scattering trees, and is an exceptionally grassy spot in this timber-covered region. The timber cutting of the lumber company has extended up the mountain within a short distance of camp, but above it is absolutely virgin timber. The timber close to camp consists largely of red oak, hard and soft maple, buckeye, silver-bell tree, white ash, basswood, beech and red birch. One-eighth of a mile below the camp stands the last giant poplar up the mountain side, for, as is well known, poplar "runs out" at about the 4,000 feet altitude in this latitude. This poplar is an exceptionally fine tree, and is nineteen feet in circumference at breast height, and stands on the very rim of the river bank, which, at this point rises more than a hundred feet above the water.

While the woods are full of a score of different kinds of flowers, perhaps one of the most alluring attractions at Camp Gibson is the birds. The real vocalists are the Wilson thrushes, which wake us up every morning at a quarter of four o'clock.

This bird concert is continued for just an hour and is then interrupted until sun-down, when we are entertained by these thrushes with a second daily musical event. Besides the thrush, there are scarlet tanigers, snow-birds, wrens, and a very comprehensive collection of cat-birds. At meal time—we dine out-of-doors under a splendid maple—one particularly impudent feathered rascal of this breed alights within thirty feet of the table, and very plainly expresses his uncomplimentary opinion of mankind in general, and especially of those who have invaded his sylvan retreat. Perhaps the most alluring birds that favor us with their presence is a pair of brilliant plumaged humming birds, which have preempted as solely their own the scarlet horse-mint flowers immediately in front of our tents. They not only believe that this patch of posies belongs exclusively to them, but they defend their rights in a



CAMP GIBSON, SEVIER COUNTY, TENNESSEE



CLINGMAN'S DOME FROM TRAIL BACK OF CAMP GIBSON



EXECUTIVE STAFF CAMP GIBSON—GUIDE, COOK, STENOGRAPHER



SEVEN-FOOT POPLAR FELLED JUST BELOW CAMP GIBSON



HAULING FIGURED BIRCH LOGS OUT OF THE VIRGIN FOREST



CURLY BIRCH BUTT BEING SNAKED THROUGH CREEK BOTTOM

most vigorous fashion against the bumble-bees, who also have a liking for the honey-laden flowers. It is sport to see one of these tiny birds chase a bumble-bee off his preserve. He will dislodge a bee from a flower, and chase him for a hundred feet or more, uttering a tiny, piercing cry indicative of his anger. Every bumble-bee in this neck of the woods thoroughly understands who is boss of the posey bed.

* * *

My old friend, Curley-wood Freeman, who gets figured wood for the Williamson Veneer Company of Baltimore and others, was among my earliest callers. A short distance above my camp he is getting out a lot of curley ash flitches, white walnut burls, figured silver-bell, red birch and maple logs, which he is having snaked out to the logging road with three yoke of oxen. He is finding some remarkably fine figured wood; in fact he loads out more than a car load of fancy wood from this one operation monthly. He has just brought into camp a great block of cherry-birch that shows a full roll and cross figure. It is out of a four-foot tree, which is figured from end to end the same way. Mr. Freeman came hiking into camp the other day with a monster fungus twenty-three inches in diameter, which showed brownish red above and yellowish white below. It is one of the largest specimens I ever saw in any region.

* * *

Ave Cogdill, gaunt, and six feet three inches in height, typical mountaineer of the stalwart type, accompanied by his plot hound, "John," and his gun, is back and forth past camp nearly every day. Abe is the owner of nine dogs of various types. He also has a mate to John, and the two are famous bear hunters. A few days ago John's partner got chasing a deer, and the race landed him in North Carolina. Possibly the deer is still in the lead, as he hasn't shown up for several days. Ave has a scouting party out after the dog, because he doesn't want to loose him, as he has located a big bunch of "bear signs" up on a "slick", near the top of the mountain, where he has set his traps. He knows he will need the assistance of both dogs in capturing the bears. Ave promised to show up in camp within the next few days with Mr. Bruin on his shoulders.

* * *

Bud Lowe, my guide of last season, is broken-hearted. He is tangled up in a woods job for the Little River Lumber Company, which is not completed, and, while he would rather go on a hike in the woods with me for a great deal less money than he is making, he feels in duty bound to complete his job before he does so. However, Bud and I are going to take a hike up on to Siler's Bald and back down through the valley of Eagle Creek, to call upon Quill Rose, and eventually land down in the logging and lumbering operations of R. E. Wood and his brothers at Fontana, on the Little Tennessee river, within a few days. For this trip we have chartered Uncle Ben Parton's famous mountain climbing "yaller" mule, Peter. Peter is now luxuriating in the grassy fields the other side of Sugar Land mountain, and has no appreciation of the scenic glories that await his vision.

* * *

Among the visitors at Camp Gibson have been P. B. Raymond of the Knoxville Veneer Company, who spent Sunday before last with me, and Ralph Young, figured wood buyer of the Williamson Veneer Company. I am expecting a big bunch of visitors this week, including friends from Chicago, Memphis, Cincinnati and New York.

H. H. GIBSON.

The Mail Bag

B 282—Concerning Live Oak

Boston, Mass., June 27.—Editor HARDWOOD RECORD: Some inquiry and discussion has arisen in our office regarding live oak, and in order that we may inform our salesmen just what it is, will you kindly give us the result of your vast experience and untiring interest?

——— COMPANY.

The above correspondent has been advised as follows: Live oak is the only species which is found on both sides of the Rockies, and the only eastern species in the group is the southern live oak, botanically known as *Quercus Virginiana*. This wood grows along the coast of Virginia southward through southern Florida, and extends further along the Gulf of Mexico into northeastern Mexico.

It spreads more or less inland through Texas to the valley of the Red river and to a lesser extent to the mountains in the extreme western part of the state. Its most abundant growth and largest size is found on the Atlantic and eastern gulf coasts on ridges not far above the level of the sea. It is also abundant in Texas, in the coast regions near the banks of streams, but going into Texas its growth is scrubby. This is a tree with an immense spreading head and a short trunk, which make it famous in the Gulf states for decorative purposes. It is grouped under the white oaks, but on account of its short trunk, can not produce any great quantity of lumber. It has always found considerable employment in ship-building, and furnishes excellent wood for this purpose. It is very heavy, hard and tough and possesses great strength and is close-grained. It is light-brown and has a nearly white sap-wood, and further is susceptible to a high polish.—EDITOR.

B 283—Seeks Soft Wood Strips

New York, N. Y., June 27.—Editor HARDWOOD RECORD: I am in the market for car loads of strips ⅞x⅞ dressed two sides either soft yellow poplar, spruce, North Carolina pine, cypress or any kind of soft stock to be used in making the frame of boxes. Can you put me in touch with several mills which could make this sort of stock? Can use it from fifty-six inches up to sixteen feet long (bundles).

———.

The above inquirer has been supplied with the names and addresses of various sources of supply for the stock he desires, and any readers of HARDWOOD RECORD who have this material to offer, can have the name of the correspondent by writing this office and referring to B 283.—EDITOR.

B 284—Wants Oak Dimension

Bellevue, O., June 26.—Editor HARDWOOD RECORD: Will you kindly advise where we will be able to secure oak dimension stock? We have written a number of concerns inquiring for three or four cars of 3"x3"x5' dimension oak for drag harrows. If you can put us in touch with anyone who is in position to furnish this material, we will appreciate it.

——— COMPANY.

The above correspondent is a large manufacturer of farm implements and has been given the addresses of various concerns getting out the stock which he seeks. Anyone having this stock to offer, can have the address by writing this office and referring to B 284.—EDITOR.

B 285—Regarding Terms of Sale

Menominee, Mich., July 1.—Editor HARDWOOD RECORD: Will you kindly give us your interpretation of the following terms of sale: 60 days net or 2% 10 days after arrival?

———.

The above has been given the following information:

"Two per cent discount" would mean that if you settle the account after deducting freight within ten days of the arrival of the lumber, you are entitled to a two per cent discount on that amount.

"Sixty days net" means that the party would have sixty days from date of invoice in which to settle the account, after which he would be liable to interest or legal proceedings.—EDITOR.

B 286—Wants Information Regarding Various Woods

Blakeney, Tex., June 14.—Editor HARDWOOD RECORD: Where could we get information about what ash, persimmon and hickory timber could be worked into, and what the profits are in such material and any other information pertaining to such products?

——— COMPANY.

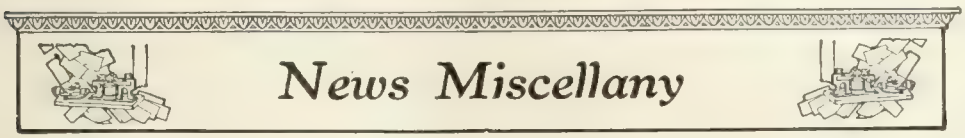
The above correspondent has been advised that the chief ultimate use to which persimmon could be put is in the manufacture of shoe lasts. One outlet would be to ship the logs in regular form to New Orleans exporters, and the other would be to sell the stock either in log or block form to last manufacturers in this country. Shoe lasts made of persimmon are for high-grade concerns only, and the market is necessarily rather limited. Persimmon

is also used in the manufacture of spools, bobbins and shuttles, and for various tool handles, while the black heart is occasionally cut into veneers and used in place of ebony.

As to the hickory timber, HARDWOOD RECORD believes a good connection could be made with some reliable house selling to the vehicle and implement trade, as there is a decided scarcity in the stock of high-grade hickory for these purposes. These people, however, use only the sap, and the heart will have to be boxed probably into 6x6 for use locally in building construction, or for other purposes. However, in this case one would have to know exactly what he would be able to turn out in the form of lumber before an attractive proposition could be made to a high-class wholesaler. It might be possible to market the hickory stumpage in the form of logs.

As to the young ash: This of course could not be cut into thick stock, and very likely would not make a very high-grade lumber. It ought to be salable to the same class of manufacturers as hickory lumber, and a market might be found for it among producers of gymnastic apparatus, such as bars, wands, etc., as this industry requires a very elastic wood, and is after young ash rather than the older stock.

As to the profits in anyone of these lines: They depend entirely on the way the business is run. It would be necessary in any line to create trade before manufacturing the stock, as the dimension manufacturer today, who turns out a large quantity of dimension before securing his orders, is the bane of the dimension business. He either has a lot of stock on hand indefinitely, or has to sacrifice it at a ridiculous loss.—EDITOR.



Biltmore Doings for June

Dr. C. A. Schenck and his students composing the Biltmore Forest School, are now in camp on the property of the Cummer-Diggins Company, Cadillac, Mich. The students made the trip to Cadillac from their spring camp at Sunburst, N. C., stopping on the way at various interesting points. They will be at Cadillac for some little time.

The monthly announcement tells interestingly of the work and observations of the students in the South, laying particular stress on the opportunity for the acquisition of practical knowledge on the holdings of the Champion Lumber Company near the spring camp. Here they had the unusual chance of watching the installation of a large modern band mill and the construction of complicated systems of logging roads and railroads.

The students left the South on June 18, traveling in special cars direct to Cincinnati, where they were shown through the spacious woodworking machinery factory of the J. A. Fay & Egan Company. Col. Egan acted as host, and gave them every opportunity of seeing every detail of the plant. The "boys" were also conducted through the big plant of C. Crane & Co., and from Cincinnati took the trolley to Hamilton, O., where they made a study of the plant of the Champion Coated Paper Company.

The next stop en route to Cadillac was Fort Wayne, Ind., at which point they were given an oportunity to view a large catalpa plantation owned by the Pennsylvania Railroad.

Grand Rapids, Mich., was the next and last stopping point, and here the students inspected the plant of the Grand Rapids Veneer Works and the famous Macey factory, at both of which they were escorted by officers of the company, and were given the privilege of observing to the utmost.

The students arrived at Cadillac on June 21 and now have their regular camp and mess tents provided by the Cummer-Diggins Company.

A New Idea in Fuel Production

The recent severe coal strike in England necessitated the inauguration of new ideas to provide for an adequate supply of fuel for industrial purposes. The possibility of using sawdust exclusively in place of coal has never been satisfactorily demonstrated, and it remained for an English inventor to reduce sawdust to a gas form for utilization as engine fuel. This has been actually accomplished in England, and there is now working a powerful two-cylinder gas engine, the gas in which is produced entirely from sawdust from the mill to which it is connected. The engine develops over 100 horsepower and is probably the first engine which was ever driven by gas which originated entirely from sawdust.

The sawdust is placed in a generating furnace and when the gas is drawn off, it is purified and filtered, and then drawn into the engine. It is said to be very rich and powerful, and the results have been entirely satisfactory. The mill in question is being driven entirely by this engine, no coal or any other fuel being used.

Memphis Lumbermen's Outing

Despite the fact that a heavy rain storm came up during the afternoon, the old-fashioned basket picnic held by the Lumbermen's Club on board the steamer Pattona, Saturday, June 29, was one of the most delightful functions ever given by that organization. Between two and three hundred members and their guests were on board when the boat pulled out of the local harbor and wended its way to Brandywine Island, about twenty-five miles above Memphis. A number of races had been planned, but as a result of the rain it was impossible to hold these. The committee in charge decided upon the rather novel plan of putting coupons in a hat and allowing the would-be contestants to draw. The prizes distributed in this way created a great deal of merriment.

W. A. Ransom of the Gayoso Lumber Company was presented with a silk umbrella, which he secured by virtue of drawing the winning coupon, for the fifty-yard dash for fat men. "Wick" is somewhat noted for his avoirdupois and admitted that it was a good deal easier to win this way than by running, even though the distance was only fifty yards.

Mrs. Ransom also won a handsome prize, a sterling silver traveling cup, which was offered to the fifty-yard dashers in the women's class. The other winners and the prizes awarded to them were: James J. Ryan, gold handled knife; Miss Gertrude Fitchy, five pounds of candy; Charles Bourne, a box of cigars; H. J. Dudley, a hat.

There was plenty to drink on board, although there was, remarkable to relate, a little complaint about scarcity of water before the boat returned to Memphis. This is the first time in the history of the Lumbermen's Club of Memphis that there has been any complaint on the subject of water. Lemonade and all other drinks were served free.

Old-fashioned basket dinners were served and these proved thoroughly delightful. There was the usual quota of fried chicken and other things which have become famous through their association with picnic occasions.

There was dancing on board the boat and a bridge game was in progress among the ladies. The gentlemen also indulged in various card games but let it be understood that some of them were not for publication.

J. W. Dickson was at the head of the committee on arrangements and he and his associates did their work so well that they were recipients of very hearty congratulations on the splendid program that had been arranged. This is the first day-light picnic given by the club, the annual outings heretofore having been held in the evening. It was decided, however, that more time was required and it is believed by members of the club that, as the function this year proved so delightful, there will be more than one repetition thereof.

Program of Hoo-Hoo Annual

The program of business and entertainment for the coming annual meeting of Hoo-Hoo at Asheville, N. C., has just been issued. It comprises five days of activity from Wednesday, July 17, to Sunday, July 21. The opening day will be devoted to a meeting of the Osirian officers and the annual assembly of the Osirian Cloister. In the evening the cloister will have its regular initiation.

The first business session of the Hoo-Hoo will be called to order on Thursday morning. In the afternoon there will be an automobile and carriage trip to Overlook Park. The evening's entertainment for the men will be the annual concatenation, while the ladies will be tendered a reception and card party. The business session Friday morning will be devoted to committee reports, routine and new business, while in the afternoon there will be a carriage ride over the George Vanderbilt estate. A dance and musicale has been provided for the evening of Friday in the roof garden of the Langren hotel. The business Saturday will be concluded with the election of officers. A ball will be tendered at the Battery Park hotel in the evening, which will be in the form of an informal reception for the whole membership. Sunday will be devoted to a trip to Lake Toxaway, where it is expected that a great many will decide to remain for several days as the hotel accommodations are excellent.

Hardwood Manufacturers' Bulletin

Bulletin No. 147, issued from the Cincinnati offices of the Hardwood Manufacturers' Association, contains its usual quota of valuable information regarding the various phases of the lumber business.

In speaking of the best methods of loading lumber in cars, Secretary Doster maintains that a great deal of lumber is degraded and depreciated in value as a result, primarily, of having been loaded into the car without any strips in the bottom. Without these strips the lumber comes in contact with coal and coke and various other refuse, and it is suggested that the members of the association use every effort to avoid this waste. This can be done in a very simple manner.

In speaking of the association's bureau of commercial reports, the secretary says that the manufacturer is practically helpless when he finds customers taking cash discounts long after the expiration of the agreed cash discount period, and contends that relief can be secured through this bureau, which is for the purpose of giving them reliable information as to the experiences of the various members in the association with the trade.

The bulletin publishes a letter from a member of the association, who states that last winter he sold a large box manufacturer 200,000 feet of No. 2 common gum, which netted him ten dollars F. O. B. the mill. A short time ago this box company wrote the concern referred to without having been offered any lumber, stating that it wanted to place an order for from fifty to one hundred thousand feet more of No. 2 common gum at one dollar advance over the previous contract, and said it could not pay any more than that and live. The lumber company in question replied it was sold up close on No. 2 common gum and would probably not be able to get them any more until the fall. This merely illustrates the fact that in certain items at least the market is now in the seller's rather than the buyer's hands.

A canvass of the northern territory shows that low-grade box material is very scarce, and that the demand continues strong. The mills state that their production will not be very heavy this year, but will tend to keep the prices firm for the balance of the season.

Splash Damming

In this issue of HARDWOOD RECORD appears an article entitled "Splash Damming On the Big Sandy." This article was written for the American Carpenter and Builder by H. H. Gibson, editor of HARDWOOD RECORD, and the illustrations are from photographs made by him on the property of the Yellow Poplar Lumber Company, Coal Grove, Ohio. The story is printed in full as it appeared in the American Carpenter and Builder.

The Passing of Robert B. Wheeler

In the death of Robert B. Wheeler, one of the pioneer hardwood operators of Philadelphia, which occurred on June 19 last at his residence in Wilmington, Del., there passes from the stage a notable and exemplary member of the hardwood industry. Mr. Wheeler has been ill for more than a year, and a complication of diseases eventually resulted in his death.

Mr. Wheeler was born in Newark, Del., and entered the lumber business at fourteen years of age, with the Gauses of Wilmington. After securing the rudiments of a knowledge of hardwoods with this house, he went West as an employe of Col. A. D. Straight, who at that time was the major hardwood dealer of the country. Col. Straight specialized in black walnut and his operations covered Ohio, Indiana and surrounding states. Mr. Wheeler, within a few years, became the manager of the Straight operations, and after a successful career in this capacity he decided to return to his home in Wilmington and enter business for himself. This transition occurred in 1877. His success as an operator on his own account, and later with Horace A. Reeves, Jr., whom he brought up in the business with him, is too well known to need comment.

Mr. Wheeler, according to later day standards, may be regarded as having done business on somewhat peculiar lines. He bought lumber only as he could pay cash for it; he sold lumber to dealers only; he specialized exclusively in high-grade lumber, and for such class of stock was always willing to pay a high price. No matter what inducement might be incident to effecting a sale of lumber, he never would consent to the "salting" of a grade that he might meet a competitive price. When this method of doing a lumber business came into vogue, with vehemence he asserted time after time: "I will never do business on those lines. The sign of R. B. Wheeler & Co. will first come down from over the door."

Robert B. Wheeler, although of a religious bent, being a devout Baptist, had a remarkable humorous turn of mind, and no one enjoyed a pungent, sparkling anecdote better than he. He was a kindly man, a generous man, and a friend worth having. While he died rich in this world's goods, of more moment is the fact that he died respected by every man who knew him, and loved by a host of friends.

Men of the stamp of R. B. Wheeler are not in the majority in this world, and his passing is a distinct loss, not only to the hardwood industry, but to the world. Mr. Wheeler is survived by his wife and one son, and he is succeeded in business by his friend and partner of many years, Horace A. Reeves, Jr.

Horace A. Reeves, Jr., Succeeds R. B. Wheeler & Co.

The partnership in the Philadelphia hardwood, white pine and cypress jobbing house between Robert B. Wheeler and Horace A. Reeves, Jr., of R. B. Wheeler & Co., expired by limitation at the death of the senior partner.

The business will be taken over and succeeded to by Mr. Reeves, who has had charge of practically all the details of the old firm's affairs for the past fifteen years. To those who know Mr. Reeves it will be unnecessary to state that the business will be continued on exactly the same lines of precept and example as laid down and practiced for so many years by the late Mr. Wheeler. Every one acquainted with Mr. Reeves will wish him continued prosperity in his business enterprises. He will do business under the style of Horace A. Reeves, Jr., and will maintain the same offices as occupied by the old firm.

Death of Frank W. Vetter

The lumber trade of Buffalo received a shock late last month by the news that one of its most popular members—Frank W. Vetter—had been stricken with paralysis, while looking after business at one of the planing mills here. With him at the time were I. N. Stewart and one or two others, who immediately saw to Mr. Vetter's removal to his home at 122 Fargo avenue. There for nearly a week he lingered in an unconscious condition, passing away on June 30.

Mr. Vetter was one of the most active men in the local lumber trade and with the exception of an attack of typhoid fever several years ago he had been in uniformly good health. He gave close attention to business and save for an occasional outing with his fellow lumbermen, with whom he was on terms of close friendship, he seldom took even a few days' vacation.

Born in East Eden, this county, in 1860, he came to Buffalo as a young man and entered Canisius College, from which institution he graduated. He entered the employ of Scatcherd & Son, where he developed a strong fitness for the lumber business and mastered many of its details. A few years later he accepted an offer from the wholesale lumber firm of Talbert & Co., of Shelbyville, Ind. In 1891 he returned to Buffalo and entered into partnership in the hardwood trade with O. E. Yeager, the firm name being Vetter & Yeager.

For the past twenty-one years Mr. Vetter was prominent in Buffalo lumber affairs. In 1893 the firm of Vetter & Yeager was merged into the Empire Lumber Company, Mr. Vetter becoming general manager. Fifteen years later he bought out the Empire Lumber Company, continuing in business in hardwoods from that time until his death. So much was he respected and liked by his fellow-lumbermen that he was chosen at different times president of the Hardwood Lumber Exchange and also of the Buffalo Lumber Exchange. To the upbuilding of both these ex-



THE LATE R. B. WHEELER, WILMINGTON, DEL.



HORACE A. REEVES, JR., PHILADELPHIA, PA.



THE LATE FRANK W. VETTER, BUFFALO, N. Y.

changes he gave much time and energy. He was also a member of the Automobile Club of Buffalo and of the transportation committee of the Chamber of Commerce.

Mr. Vetter was active in church and charitable work as a member of Holy Angels' Church. He leaves six children, four daughters and two sons. His wife and two daughters died several years ago.

The funeral was held from the family home and from Holy Angels' Church on July 3. The bearers were O. E. Yeager, I. N. Stewart, A. W. Kreinheder, J. A. Murphy, C. W. Betts, J. B. Wall, F. M. Sullivan and John Connelly.



G. M. CHAMBERS, SECRETARY AND GENERAL SALES MANAGER KENDALL LUMBER COMPANY, PITTSBURGH, PA.

An Addition

The accompanying cut shows G. M. Chambers, recently appointed secretary and general sales manager of the Kendall Lumber Company, who was formerly in the Philadelphia offices and moved to Pittsburgh, as reported in the last issue of HARDWOOD RECORD.

Barnaby's First Letter

President C. H. Barnaby of the National Hardwood Lumber Association, in his first monthly report to the trade, issued a short time ago, signified his intention of continuing the plan inaugurated by ex-President F. A. Diggins, in sending a regular monthly report to the membership. Mr. Barnaby's expression that he had some misgivings after having assumed the responsibilities of the president's office, will not carry much weight with those who know the man. He requests that the membership should not hesitate to address him personally concerning association matters.

Mr. Barnaby reported that the amount of lumber inspected by the association in May was 12,187,874 feet, an increase of 810,900 feet over May of 1911. This is a good showing considering the fact that a great many of the southern mills have experienced all kinds of difficulty on account of the high water.

The letter announces the following changes:

W. H. Long has been placed in charge of the Pittsburgh district and is located at 1203 Federal street, N. S., Pittsburgh.

D. E. Buchanan has again taken charge of the Cincinnati district and is located at 256 Helen street, Cincinnati.

W. H. Roberts has been stationed at Huntington, W. Va., and can be reached at 424 Sixth street, Huntington

W. J. McBride has been stationed at Cairo, Ill., where he can be reached through the general delivery.

Applications for inspection in the Memphis, Tenn., district should be addressed to W. T. North, 118 Jackson avenue, Memphis.

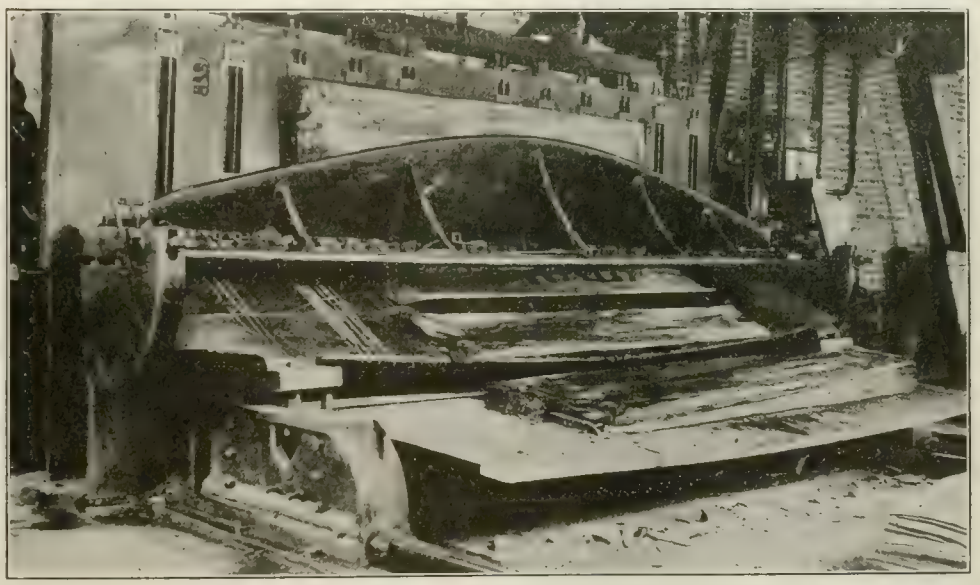
Since the annual convention on June 6, nine new applications for membership have been received and passed upon by the executive board.

A Record Cargo of Mahogany

Steamship Burbobank of the Otis Manufacturing Company, broke all records for the largest shipments of mahogany in any United States port when she tied up at the Otis company's dock Thursday, July 4, with two million and a half feet of the valuable lumber. Some time ago the Burbobank brought in a record shipment, but this last consignment is even larger than the previous one.

The cargo is estimated as being worth $150,000, and was taken on from the Mexican ports of Laguna and Sion Tera. R. S. Huddleston, general manager of the Otis company, states that every foot of this timber has already been sold to various furniture manufacturers in the West and in Europe, and these logs, when made up into furniture, will represent a valuation of a million dollars. As soon as possible after this cargo has been unloaded, the mills of this concern will be working twenty-four hours a day converting mahogany logs into sizable lumber, and with the shipments in sight, this condition will continue until December. For the past two months, a day and night crew have been kept busy at the plants, although the mill was shut down a few hours each day. This condition meant the employment of over four hundred men.

The Burbobank will depart soon for the Central American and Mexican ports and will probably equal the record made by this last shipment.



SLICING CIRCASSIAN AT MILL OF R. S. BACON VENEER COMPANY, CHICAGO

Bacon Has Model Plant

The R. S. Bacon Veneer Company of Chicago was incorporated in 1900, starting on a small basis. Since that date the scope of the business has been continuously enlarged. Today the Bacon company is reckoned as one of the leading mahogany and fancy veneer houses in the country.

R. S. Bacon, head of the concern, is also the active manager of the Bacon-Underwood Veneer Company of Mobile, Ala., and for four years was located at that plant running the affairs of that organization. The Bacon-Underwood company owns considerable bay poplar stumpage in the South, and manufactures that type of veneer entirely at its southern plants. The R. S. Bacon Veneer Company has confined its operations entirely to Chicago. A complete stock of high-grade veneers, mainly in mahogany and Circassian, has been maintained at all times, but the company owned no local facilities for manufacturing its own stock.

About a year ago the idea of installing a veneer mill in Chicago took concrete shape, and it was ultimately decided to erect a mill in connection with the company's offices and warerooms on North Ann street. The work of construction was recently culminated, and the Bacon company now has one of the most complete and up-to-date veneer manufacturing establishments to be found. It is not of the size of a good many plants throughout the country, but the completeness of equipment and the facilities for efficient and economic handling of logs and stock make it more or less of a novelty. The building is a two-story brick structure. On the ground floor are located a Capital slicer, a boiling vat, and "mula" saw for cutting flitches. The logs are brought into the sawing room from the yard on a specially constructed truck running on rails. From the saw the flitches are raised from the car by means of a chain tackle running on an overhead track, which transports them first to the boiling vat. From here they are taken directly to the slicer and from the slicer it is but a short distance to the elevator which takes the stock to the second floor, where the dry room is located.

The R. S. Bacon Veneer Company has an annual output of 10,000,000 feet of sliced veneer, including mahogany and Circassian mainly, other woods being rosewood and similar fancy woods and native oak. The new plant, while as stated not of large proportions, is equipped in the main as other modern plants are, but it embodies such unique features of arrangement as to make it an innovation in veneer establishments.

American Forestry Association Meeting

The directors of the American Forestry Association will hold their mid-summer meeting in the White mountains about the middle of July. The meeting will be simultaneous with that of the fifth annual forestry convention which is under the auspices of the Society for the Protection of New Hampshire's Forests.

It is expected that those attending the forestry association meeting will leave New York on the evening of July 16, going to Concord, N. H., where they will be received by Governor Bass, who is president of the association and chairman of the board. The party will then be driven to Deer Park hotel at North Woodstock, which is a journey of seventy-five miles. The trip will

probably be made in automobiles. Various side excursions will be enjoyed.

On Thursday morning, July 18, another automobile ride through the profile notch to Mount Washington hotel will be furnished. Here the directors will remain Thursday and Friday, and short excursions will be made to the new state reservation at Crawford Notch, and to some of the tracts recently purchased by the National Forest Reservation Commission under the Weeks' law.

An Interesting Logging Proposition

On the Island of Formosa, on which is located Mount Ari, there is being consummated the installation of a very interesting system of logging, which has been installed by the Formosan government. The exploitation of the valuable forests on Mount Ari has been unsuccessfully attempted for a good many years. The mountain is seven thousand feet above sea level, and on it are found three species of hardwood of extreme value. Some of the trees are of immense proportions and very old.

The process by which the trees are to be logged is a mountain railway on which will be operated two American built locomotives of the Shay geared type.



TYPICAL BASSWOOD ON THE HOLDINGS OF THE F. W. FRENCH LUMBER COMPANY, BATTLE CREEK, MICH.

A Michigan Timber Purchase

In connection with this story will be seen a photograph of a typical basswood as found on the holdings of the F. W. French Lumber Company of Battle Creek, Mich., which timber was recently purchased from B. L. Quirk, Jr., of Ypsilanti, Mich. The recent purchase of the F. W. French Lumber Company comprises one of the few remaining areas of virgin timber of any extent in the state. It is located in Wayne county, Michigan, near Belleville, and is a comparatively short distance from Ann Arbor. The tract has been used for a considerable period by the students of the University of Michigan in connection with geological observations. It lies in one body and is covered with a growth of sound, tall, choice stock, comprising several hundred acres of valuable oak, poplar, maple, basswood and ash, and so far has been absolutely untouched by saw or ax. The F. W. French Lumber Company is planning to erect a band mill on or near this property within a few weeks, and will manufacture a high grade of lumber, a large percentage of which will be of the woods above named. This deal represents one of the most valuable purchases of hardwood timber in southern Michigan made in a long time.

Prominent Lumberman's Wife Dies

Mrs. Jennie Neff Hayward, wife of Morris A. Hayward of Columbus, Ohio, died suddenly of heart failure on June 27. Mrs. Hayward was born in Piqua, O., in 1855. She was a graduate of the Cincinnati Conservatory of Music and an active church worker in the Presbyterian Church in Columbus. She had no club connections, but was devoted to her home and family. Last winter Mr. and Mrs. Hayward celebrated their twenty-fifth wedding anniversary.

Besides her husband, two children survive, Mrs. H. E. Stafford of Columbus, and Benjamin N. Hayward, formerly secretary of the Ohio Association of Retail Lumber Dealers, and now connected with the Jarver Lumber Manufacturing Company of Tippecanoe City, O.

Mrs. Hayward died at the residence of Mr. J. S. Hayward, who is a brother of her husband, and is connected with the Nicola, Stone & Meyers Company of Cleveland. Mr. Hayward was in Indianapolis the morning his wife's death occurred, and reached Columbus but an hour before her remains arrived from Cleveland. The interment took place in Columbus.

New Southern Concern

The Laurel Lumber Company is the title of a new concern organized at Laurel, Miss., to do a general wholesale business in hardwoods and yellow pine. The Laurel company commenced business on July 1 with a capital of $50,000. The incorporators are L. K. Bradshaw and Arthur Corry, of Laurel; L. A. Buzard, of Lamison, Ala., and Eber Darling, of Elkhart, Ind. Mr. Bradshaw is president and Mr. Corry, treasurer. The latter has been with the wholesale department of the Caul Lumber Company, Birmingham, for a number of years, while Mr. Bradshaw was formerly of the Bradshaw Lumber Company of Union, Tenn. Mr. Darling will be on the road for the company, covering Indiana and Michigan.

New Pittsburgh Representative

The Goodyear Lumber Company of Buffalo, N. Y., has just engaged E. J. Flautt as its Pittsburgh representative. He will sell principally the company's hemlock, long leaf pine and Mexican white pine. The Pittsburgh representation of this concern is a new move, but was found necessary on account of increasing business in that section. The company has a new hemlock mill at Norwood, Pa., cutting 75,000,000 feet annually, and is also the exclusive eastern sales agent for the Great Southern Lumber Company at Bogalusa, La. It represents the Madera Company of Madera, Mexico, which concern turns out 1,300,000 feet Mexican white pine annually.

Hardwood House Locates at Houston

It is announced from Houston, Tex., that W. E. Hoshall, president and general manager of the hardwood manufacturing firm of Hoshall & McDonald Brothers, Eola, La., has severed his connection in Louisiana and will open offices in the city of Houston about July 1. The style of the new firm will be W. E. Hoshall & Co. The old concern for years has been one of the most prominent and successful hardwood houses of Louisiana, but it has cut its last log, and lumber is now being shipped from the yard, after which the mill and equipment will be dismantled and sold.

Mr. Hoshall was a resident of New Orleans until six months ago, and was president of the New Orleans Lumbermen's Club at the time of his departure. He is a director of the National Hardwood Lumber Association.

The active management of the new company will fall upon Mr. Hoshall, who will maintain his office in the Carter building. The firm will do a wholesale hardwood business, and aims to develop the hardwood resources of Texas. Mr. Hoshall has made some excellent connections with hardwood concerns, and when he opens his business will have a full stock of cypress and hardwood lumber at his command.

New Pittsburgh Enterprise

The latest concern in the hardwood line to enter the Pittsburgh field is the Union Lumber Company, located at 516 Federal street. William Hunter, who until recently was president of the Pennsylvania Lumber Company, will be the active head of the concern. Mr. Hunter has been selling lumber for twenty years. He sold out his interest in the Pennsylvania company early in June and shortly associated with him H. B. Butler, formerly also connected with the Pennsylvania Lumber Company and a lumber salesman of renown in the Pittsburgh territory.

A. E. Butler is also in the new business. The latter is from Butler, Pa., where he is a wealthy oil producer. He also owns a considerable area of timber land in western Pennsylvania.

The new concern is capitalized at $65,000 and will do a general wholesale lumber business, but will specialize in mixed carload trade of fine hardwoods going to first-class wood-working factories of various kinds.

The Union Lumber Company will establish a yard, which will carry a full line of hardwood lumber. It is also planned to begin operations at once at Emlenton, Pa., where the company will cut oak.



"MAHOGANY GOING UP"

Mahogany Goes Up

If concrete evidence that mahogany is soaring is needed, the accompanying cut should be ample proof. This picture was taken at the yard of the R. S. Bacon Veneer Company of Chicago, and shows a big African log being raised from the yard to be placed on the carriage for transportation to the saw.

To the Trade

There came to HARDWOOD RECORD offices simultaneously two notices from Pittsburgh concerns, the first of which is from the Flint, Erving & Stoner Company, which announces that owing to complications in which its affairs have been involved through its affiliations with various lumber manufacturing companies, it is not at this time in a position to transact a general wholesale lumber business. This concern advises the trade that it has turned over the organization

of its wholesale lumber business to the West Penn Lumber Company. R. H. Erving and E. H. Stoner, who have been associated with the Flint, Erving & Stoner Company since its organization, will devote their time and efforts to the interests of the West Penn Lumber Company.

The other notice is from the West Penn Lumber Company, which states that it desires to announce its succession to the wholesale lumber business of the Flint, Erving & Stoner Company. The company will handle a full line of white and yellow pine, hemlock and hardwoods, and will have a cash capital of $25,000, of which $5,000 was paid in in cash at the start of business, and the balance is subject to call as needed.

The West Penn Lumber Company is an entirely separate and distinct corporation, having no connection whatever with the Flint, Erving & Stoner Company.

Wagon Stock Shortage

A notice recently sent out by Secretary McCullough of the National Implement and Vehicle Association outlines an interesting condition existing among implement and vehicle manufacturers. The pertinent part of the letter follows:

"The most serious condition presented at our recent meeting as to the problems confronting the manufacturers was to their supply of wood materials. The farm wagon is the most important of farm equipment lines, which has not changed in material requirements during this age of iron and steel, and consequently every change affecting the cutting and manufacture of hardwoods is of serious importance to the wagon manufacturer. Owing to the severity of the past winter and the floods which followed in the spring, a very large portion of the timber country has been under water for several months, and much of it will not be in condition to log for some time to come. The stocks of material at the mills this winter were small, and as the wagon manufacturer must replace this dry stock as he uses it with green, to season, the predicament he finds himself in at this time is readily understood. The farm wagon trade for several years has been less than normal, yet the wearing out process as to the wagons in use has been going on, and with good crops this present year it is not at all improbable that difficulty will be experienced in securing prompt shipments, for the stocks in the hands of the retailers, generally speaking, throughout the country are smaller than for many years. It is not unlikely that many manufacturers will be forced, at no distant date, to advance their prices; in fact, there is little question but that this fall will see the limit of wagons at present prices and next year much higher ones."

The two most striking conclusions to be drawn from this letter are that undoubtedly manufacturers of vehicles and implements are in a receptive mood for an advance in prices on the lumber which they consume. They undoubtedly have come to realize that the decided shortage of stocks would warrant an increase in cost.

There is also evidence of an improvement in the market for vehicles and farm implements, and with a prospect of good crops there is every reason to believe this condition will not only continue but be enhanced as the season goes on.

Machine Company Gives Picnic

The Defiance Machine Works of Defiance, O., tendered its employes and their families and friends, their annual picnic on July 4, at Island Park on the Maumee river. Ideal weather conditions brought out a thousand people, who enjoyed the firm's hospitality to the utmost. A regular program prepared by the program committee was carried out, consisting of a ceremonial opening of the spacious auditorium and various interesting contests for men, women and children.

C. H. Kettenring, treasurer and general manager of the firm, made an address of welcome and Charles Seymour delivered an address on the "Brotherhood of Man." The Sixth Regiment band furnished music during the day, which added to the completeness of the occasion.

It is the intention of the firm to make these annual picnics a regular function in order to bring the employes and their families in closer touch with each other, to the end that a close spirit of harmony might prevail.

Steam Machinery

The above is the name of a new monthly magazine which will shortly commence publication under the auspices of the Clyde Iron Works of Duluth, Minn. It will be a magazine pertaining to machinery methods for lumbermen, contractors, railroad builders and excavators. Charles H. McIntosh of the company will be editor of the magazine, and all articles and contributions should be addressed to him.

Oak Flooring Booklet

W. L. Claffey, secretary of the Oak Flooring Bureau, Detroit, Mich., recently issued the second edition of the association's booklet, "Oak Flooring." This goes exhaustively into the oak flooring question, taking up grading rules and the possible application of the different grades of oak flooring. It also gives methods of estimating the amount of flooring necessary in given areas, and gives directions for handling, laying, scraping, finishing and caring for oak flooring.

This book can be had by addressing the bureau at the Hammond building, Detroit, Mich.

Combined Skidder and Loader

The question of the relative advantages of using a combined skidder and loader or of operating the two separately has been the subject of a great deal of discussion among logging superintendents. On the whole the question seems to be one of conditions.

Under some conditions the two operations must of necessity be carried on separately even at an increased cost. As an instance of this can be cited the occasions when logs must be decked alongside of the track for a considerable period and be loaded as the mill requires them. Under other conditions, however, with the capacity of the wood crews and the mill well balanced, there seems to be a great advantage in using the combined skidder and loader. Under these conditions, by keeping the ground clear of logs, faster skidding can be accomplished.

A large manufacturer of a four-line combined skidder and loader offers the following record of runs and cost of skidding and loading long leaf pine for 1912 up to May 1:

For five consecutive days for two different periods of the year the combination skidder and loader handled successfully 200,857 feet, 219,563, 234,425, 243,307, 226,383, making a total of 1,124,535 handled during the latter part of February. The average cost of skidding and loading includes locomotives cost, superintendents and actual work applied on the operations themselves.

Miscellaneous Notes

The Indiana Tie Company at Evansville, Ind., has been dissolved.

E. M. Barnes has entered the manufacturing furniture industry at Owensboro, Ky.

Walsh Brothers, manufacturers of boxes, have recently commenced business at Boston, Mass.

The Rice Veneer & Lumber Company of Grand Rapids, Mich., will erect a warehouse and office.

The Oneida Handle Company of Rhinelander, Wis., has been incorporated with a $20,000 capital stock.

Amos C. Ruff has been appointed receiver for the A. R. Milner Seating Company of New Philadelphia, Pa.

A newly incorporated concern at Cleveland, O., is the Cleveland Hardwood Floor Company with a capital stock of $10,000.

The Holt Lumber Company of Oconto, Wis., on June 27 suffered a small loss by fire, which, fortunately, was fully covered by insurance.

The Cartier & Hengstler Company has recently commenced business at Camden, Ark., where it is engaged in the manufacture of boxes and veneers.

Elbert M. Wiley, president of the Wiley-Harker Lumber Company, New York, has filed a petition in bankruptcy, with liabilities of $132,452 and no assets.

The Broadbent Brothers' Manufacturing Company, Baltimore, Md., manufacturer of wood mantels, has been incorporated with an authorized capital of $25,000.

The United States Sash & Door Company has been formed by Edward Dickinson, Roy Bell and U. J. Herrman, to do a general millwork and building material business at Chicago, Ill.

The creditors of the bankrupt Alf. Bennett Lumber Company of St. Louis, Mo., will meet in that city July 12. The usual business of proving claims, et cetera, will be transacted.

The Grand Rapids Wood Carving Company of Grand Rapids, Mich., has been succeeded by the Davies-Putnam Company, which concern has been incorporated with an authorized capital stock of $40,000.

The sawmill of the Wisconsin & Arkansas Lumber Company at Warren, Ark., recently destroyed by fire, will be replaced by a new structure, which will have a daily capacity of 100,000 feet of lumber.

The Michigan Manufacturing & Lumber Company at Flint and Millersburg, Mich., has gone out of business. At Flint, Mich., this concern has been succeeded by the Michigan Truck & Lumber Company.

Kosse, Shoe & Schleyer Company, importer of hardwoods, Cincinnati, O., on June 18 leased space on the tenth floor of the Carew building. This concern has been located in the Provident bank building for some years.

It is announced that W. H. G. Kegg, secretary of the Lumbermen's Mutual Fire Insurance Company of Mansfield, O., will have charge of the advertising of the Lumber Mutual Fire Insurance Company at Boston, beginning July 1, 1913.

Among recent incorporations in the farm implement industry is the Swarm Manufacturing Company, with an authorized capital of $100,000, located at East Moline, Ill., and at New Castle, Ind., is the Rose City Manufacturing Company with a capital of $50,000.

The creditors of the bankrupt Righter Lumber Company of Philadelphia met in the office of the referee on June 8 to consider a petition for leave to settle the action to sell the assets and confirm the trustee's first account, and various other matters. No further details have been secured.

Hugo Forchheimer of New Orleans advises that Ludwig Haymann, former New Orleans representative, severed his connection with the business on July 1, and that his place will be taken by Hans Forchheimer, a member of the firm, formerly in the home office at Frankfort, Germany.

A new incorporation at Fort Plain, N. Y., is the Century Cabinet Company, organized by Charles R. Fleischman, Martin W. Hubbard, Jr., and Waldemar F. Timme, all of 1182 Broadway, New York. The company will manufacture furniture, cabinets, etc., and has a capital stock of $100,000.

The Ohio Lumber Retailers' Credit Association held its postponed meeting at Columbus, O., on June 25. Numerous delegates were present and some interesting addresses were delivered. The chief topic of discussion was the proposed Mechanic's Lien clause of middle Ohio's constitution which is to be voted upon Sept. 3.

The East Tennessee Lumber & Development Company of Morristown, Tenn., organized with a $300,000 capital stock, has purchased more than

7,000 acres of timber land estimated to cut 120,000,000 feet of lumber. The company will install two band sawmills, each with a daily capacity of 50,000 feet, and will also mine iron and construct six miles of railway.

At a meeting of the Plymouth Veneer Company, Plymouth, Wis., June 21, it was decided the business be put into liquidation. With assets amounting to $69,000 and liabilities aggregating $36,000, the concern is not insolvent, but the business has not proved sufficiently profitable to warrant its continuation. All the real and personal property will be sold, the debts paid and the balance turned over to the stockholders.

Hardwood News Notes

CHICAGO

The Chicago Lumbermen's Association, through its entertainment committee, is making active progress in the plans for the annual picnic at Ravinia Park, which will be held on Tuesday, July 16. The Northwestern Railroad has arranged to run special trains to the park on that day and detailed arrangements have been made for the long list of entertainment features of various descriptions. The ladies and children will be offered just as enjoyable a time as the men.

W. E. Johns, of Johns, Mowbray & Nelson Company, Cincinnati, O., has been in the city for several days on business, or perhaps to get away from the shadow of the Red Sox's park.

F. I. Nichols, of Nichols & Cox Lumber Company, Grand Rapids, Mich., was a caller in the city several days ago, making Chicago one of his stopping places on a business trip of some duration.

J. H. P. Smith, of Cincinnati, president of the Hardwood Company, was a recent visitor in the local trade.

E. A. Lang, sales manager of the Paepcke-Leicht Lumber Company, Chicago, started on July 4 for a ten days' trip to the southern mill points of the company. He will go to New Orleans, and from there to other points in Louisiana and Mississippi.

L. H. Wheeler, of the Wheeler-Timlin Lumber Company, Wausau, Wis., was in Chicago, and took his family to Wausau last Sunday.

F. R. Gadd, vice-president of the Wisconsin Lumber Company, Chicago, is back in his office after an extended trip to the southern mill points of that concern. The company's mill has suffered considerably through high water conditions, but such damage is being rapidly repaired, and the mills are working overtime for loss of time.

C. A. Bigelow, of Kneeland-Bigelow Company, Bay City, Mich., spent a day in Chicago last week stopping off on a trip to Burlington, Ill., where he intends joining his wife.

F. B. McMullen, of McMullen-Powell Hardwood Lumber Company of Chicago, is spending a couple of weeks in the Canadian woods recovering from his strenuosities in business in Chicago.

R. E. Thompson, of the Thompson Hardwood Lumber Company of Cincinnati, O., is one of Chicago's frequent visitors, and was here last week.

F. C. Ewing, of Ewing & Gilliland, Nashville, Tenn., recently spent several days with the local trade.

W. D. Reeves, of the W. D. Reeves Lumber Company, Helena, Ark., said, in a visit to the Chicago, trade last week, that he never before has seen such a scarcity of logs as exists in the Arkansas territory. Mr. Reeves said there are practically no logs along the railroad to be taken up, and in consequence the mills are forced to run on short time.

HARDWOOD RECORD is in receipt of an announcement from the Three States Lumber Company at Memphis, Tenn., stating that M. B. Cooper has been appointed sales manager of that concern, succeeding W. H. Greble, who has resigned.

The mid-summer meeting of the Northern Hemlock and Hardwood Manufacturers' Association will take place at Houghton, Mich., on July 17 and 18, inclusive. Arrangements have been made for an enjoyable time for those in attendance, as well as for the transaction of considerable important business.

The Board of Trade reports during the week of June 30 show that the total receipts of lumber in Chicago for the week were 62,385,000 feet, being 6,500,000 feet less than for the previous week. Shipments of lumber from Chicago were 25,790,000 feet, an increase of 1,500,000 over the previous week.

A. W. Williamson, of the Williamson-Kuny Mill & Lumber Company of Mound City and Chicago, Ill., with his family and friends, is making an extended tour of the West, taking in Kansas, Colorado, New Mexico, Utah, Oregon, Washington, California and other states. They will visit Yellowstone Park, the Grand Canyon, the Yosemite Valley and other interesting sights.

NEW YORK

R. S. Blair, president and general manager of the Old Oregon Lumber Company, Seattle, Wash., and Secretary L. G. Chapman, accompanied by Mrs. Blair and Mrs. Chapman, spent several days in town on business and pleasure during the fortnight. Mr. Blair reported conditions as very satisfactory, considering the general situation at coast points.

R. B. Gillette and R. I. Mount of the Gillette-Mount Company, wholesaler, 50 Church Street, have returned from a trip to British provinces where they made arrangements for the cuts of the several mills.

On June 17, at Grace M. E. Church, this city, Miss Lilian K. Stone was united in marriage to Ralph A. Brown, local sales representative of the Streble Manufacturing Company, large manufacturer of hardwood flooring, Saginaw, Mich. After a honeymoon, Mr. and Mrs. Brown will reside at 51 Hamilton place, Manhattan.

W. H. Wetmore, head of the local sales office of R. P. Baer & Co., hardwoods, Baltimore, Md., has removed his office from 1123 Broadway to 118 East Twenty-eighth street.

W. E. Cox of the Nichols & Cox Lumber Company, Grand Rapids, Mich., was here for a few days during the fortnight preparatory to sailing on the Campania for a trip of several months.

T. M. Young, for many years associated with Gouverneur E. Smith & Co., this city, has joined the selling staff of W. A. Eaton, 1 Madison avenue.

The Harry G. Adams Lumber Company has succeeded to the commission business of Harry G. Adams at 150 Nassau street, Manhattan.

Jesse Cummings and E. C. Moberly, of the Cummings-Moberly Cypress Company, Taft, La., and the Ramos Lumber Co., Ramos, La., were visitors in town during the fortnight.

H. D. Billmeyer, Billmeyer Lumber Company, hardwood timber specialist, Cumberland, Md., was in town with Mrs. Billmeyer for several days during the fortnight.

William L. Willich, trading as the C. & W. Lumber Company, wholesale lumber dealer with offices at 18 Broadway, has assigned to L. H. Strauss. He became a partner in the C. & W. Lumber Company in 1906. The partnership was dissolved in 1908, Mr. Willich continuing under the same style. Following the assignment a petition in bankruptcy was filed against Mr. Willich. The attorneys for the petitioning creditors estimate the liabilities at $19,000, and assets $8,000.

Elbert M. Wiley, who is president of the Wiley-Harker Lumber Company, has filed an individual petition in bankruptcy with liabilities of $132,452, and no assets. The Wiley-Harker Lumber Company was recently petitioned into bankruptcy.

Thomas Kell's Sons Company, saw and planing mill operator of Brooklyn, has made an assignment to L. H. Strauss of New York. It is reported that the assignment is due to certain connections which the corporation had through accommodation endorsement with Gouverneur E. Smith & Co., the New York wholesale house which failed recently. Thomas Kell's Sons Company is an old operator in the Brooklyn district and was incorporated several years ago with W. K. Holmes, Jr., wholesale lumber, 1 Madison avenue, as president and treasurer, and C. D. Kells, as secretary.

PHILADELPHIA

The board of directors of the Lumbermen's Exchange of Philadelphia, at a meeting held on June 26, adopted the following resolutions:

WHEREAS, An all-wise Providence has removed from our midst by death our friend and fellow member, Robert B. Wheeler, the members of the Lumbermen's Exchange of Philadelphia, desire to record their appreciation of his worth and their regret for the loss they have sustained in his death. His integrity was of the highest stamp and his genial nature won for him many friends. No one ever approached him for advice or help that he did not respond cheerfully. His companionship and wise counsel will be missed, but his example will be an inspiration to a higher and nobler living.

RESOLVED, That the members of the exchange extend to his family their sincere condolence in their great loss, also that these resolutions be spread upon the minutes of the exchange and a copy sent to the family of the deceased.

Similar action was taken by the Philadelphia Wholesale Lumber Dealers' Association.

Thomas B. Hoffman of the J. S. Kent Company, always an optimist, is not inclined to quarrel with conditions. He recently made a trip through Virginia, North Carolina and Tennessee, and found stocks very low. On his return he spent some time at his company's mill, near Johnson City, Va., where work is being pushed to the limit, but with very little accumulation of stuff. Mr. Hoffman says the company is cutting mainly oak of an excellent quality, at least seventy-five per cent of which will run white oak. J. E. Troth, of this house, has moved his family for the summer to Salem, N. J., where he spends the week ends.

George G. Barr of Beecher & Barr regards the eastern situation as peculiar, undoubtedly the result of the unsatisfactory spring season and the disturbing political agitation. A fair volume of trading is being handled, however, right along, but the stock at mills is still very low.

The Summit Lumber Company recently engaged Edwin C. Strong, who has had considerable experience with the Fenwick Lumber Company as salesman, to look after the Philadelphia district.

J. W. Bowers of the S. P. Bowers Company reports fairly responsive trading and more liberal buying by the railroads. Shipments from the Jacksonville district are more satisfactory.

Charles G. Blake, manager of E. V. Babcock & Co., reports the volume of trade behind that of last year, but prices holding firm.

Chancellor Curtis, Wilmington, Del., has appointed William Pennewill of Dover, and Thomas A. Veasey of Delmar, receivers for the insolvent Delmar Lumber and Manufacturing Company. The company owns valuable machinery and property near Delmar, Del., and near Havre-de-Grace, Md.

Owen M. Bruner, president of the Owen M. Bruner Company, recently made a trip to the Idaho lumber camps, where his company is interested in some attractive deals. He says the lumber situation remains unchanged.

PITTSBURGH

The A. M. Kinney Lumber Company is starting another hardwood mill in northeastern Ohio. This makes three plants there which are cutting hardwood at present for this concern.

The Nicola Lumber Company is doing a pretty fair business and thinks the situation much improved. Its chief complaint is the tendency of some buyers to break away and try out irresponsible concerns because they quote a little lower prices.

J. M. Hastings, president of the J. M. Hastings Lumber Company, is managing the affairs of the Davison Lumber Company, Nova Scotia, Canada. This company is shipping an enormous amount of lumber by tidewater from Bridgewater, Canada.

J. B. Flint, formerly of the Flint, Erving & Stoner Company, is spending the summer at his country home at Beaumaris, Canada, and occasionally puts over a nice lumber deal.

Secretary J .H. Henderson of the Kendall Lumber Company has sailed for Europe for several weeks' vacation. He will have charge of the sales of the Croft Lumber Company—also a Kendall concern, at Clarksburg, W. Va., when he returns.

The West Virginia Lumber Company has recently bought 7,000 acres of hardwood and hemlock timber in Forest county, Pa. This, with its former property, will give it nearly enough timber to keep it busy for twenty years. The lumber will be shipped over its private railroad to Sheffield, Pa., and from there to points east and west.

The Union Lumber Company has been formed by William Hunter and H. B. Butler, formerly with the Pennsylvania Lumber Company, and A. E. Butler, who is a large financier and oil operator in Butler county, Pennsylvania. The company has a capital of $65.000 and has established offices at 516 Federal street, North Side. It will establish a large yard for carrying high-class hardwood in the near future and will also cut off a tract of oak at Emlenton, Pa.

The B. F. Lee Company has been organized by B. F. Lee, Charles A. Clowes, John C. McMillan and others of Pittsburgh, Pa., and will establish a general planing mill and lumber business at once.

W. A. Schmitt, J. E. Bane, A. J. Scott, L. H. Irwin and Homer Eckstein of this city have asked for a receiver for the old Flint, Erving & Stoner Company in behalf of themselves and of stockholders of the Thornwood Lumber Company. The product of this latter concern was sold by the Flint, Erving & Stoner people, who own shares in the Thornwood Company.

The wholesalers' and retailers' picnic at Keystone Park, north of the city, June 22, was a great success. More than two hundred wholesalers and retailers were present, many of them with customers as invited guests. Splendid music was furnished by Prof. Schnitzer's German band and the Hemlock Quartette. Ball games, sack races, barrel races, obstacle races and all kinds of tumbling stunts, in addition to a pie-eating contest, filled the afternoon with fun.

BOSTON

The Conway Lumber Company, Conway, N. H., has opened a hardwood lumber department at 126 State street, Boston, under the management of R. S. Maislein.

George H. Davenport of the Davenport, Peters Company, Boston, has returned from a trip to Europe. Mr. Davenport was away about two months.

The Shirley Lumber Company, Foxcroft, Me., has been incorporated with a capital stock of $200,000. The organizers are Arthur W. Crafts, George W. Stacy and Emmons W. Stacy.

The S. I. Howard Company, Worcester, Mass., has been incorporated with a capital stock of $10,000 for the purpose of buying and selling building materials.

BALTIMORE

The Democratic National Convention was the means of bringing to Baltimore quite a number of lumbermen, the trade being in fact about as largely represented as any other. Among the delegates were men very prominent in the business, one of the leading figures being Rufus Vansant, president of Vansant, Kitchen & Co., Ashland, Ky. Mr. Vansant is known far and wide as a large hardwood operator, and he also cut a big figure at the convention, being prominently boomed for chairman of the Democratic National Committee. He has held the position of chairman of the state committee in Kentucky for some time and is one of the wheelhorses of his party in the Blue Grass state. To him is given much of the credit for electing the present democratic governor by a majority approximating 30,000.

The Thomas Hughes Company has been incorporated under the laws of Maryland with a capital stock of $20,000 to conduct a hardwood business, the corporation being in a way a successor to Thomas Hughes individually. The officers of the company are: W. W. Baldwin of Baldwin & Frick, attorneys and real estate men, president; Ernest E. Price, formerly engaged in the export business on his own account, but latterly in charge of the export department for Thomas Hughes, vice-president; W. S. Symington of Baltimore, secretary, and Thomas Hughes, treasurer. These officers, together with C. H. Reeder of a well known Baltimore firm of shipbuilders, constitute the board of directors for the first year. The company will have its offices in the Keyser building and the business will be conducted in much the same manner as heretofore.

Among the visiting lumbermen here during the last two weeks was M. N. Offutt of the Rock Castle Lumber Company and the C. L. Ritter Lumber Company. Mr. Offutt makes his headquarters at Huntington, W. Va., and came here as one of the alternates of the West Virginia delegation to the Democratic convention.

Clarence E. Wood, assistant general manager of the R. E. Wood Lumber Company, was in Baltimore two weeks ago from Fontana, N. C., where he makes his headquarters. Mr. Wood is giving much attention to the new mill which the company will erect some distance from Fontana, in Swain county, North Carolina. The material for the new plant, which is to have a capacity of about 50,000 feet a day, has already been delivered.

The managing committee of the Baltimore Lumber Exchange held its monthly meeting last Monday afternoon in the rooms on East Fayette street, but found no business to transact and adjourned in short order.

From Bristol, Va., comes a report that O. H. Viali, a lumber operator in Eastern Tennessee, has formed a new corporation, with a capital stock of several hundred thousand dollars, to develop a large body of timber in western North Carolina. Among the capitalists interested in the enterprise are mentioned Stone, Hersey & Gibson of Newark, N. J., and J. C. Campbell. Mr. Campbell is now operating large mills at Marion and Fairwood, Va., and is also building eighteen miles of railroad into the mountains, from Black Mountain, N. C., a station on the Carolina, Clinchfield & Ohio Railway, where he is erecting a band mill of a daily capacity of 100,000 feet. The plant in which Mr. Viali is interested will be located at Waynesville, Haywood county, N. C., on the line of the Southern Railway. A branch road will be run from Waynesville into the heart of the timber tract to be developed.

COLUMBUS

The Butler County Lumber Company of Hamilton, O., has been incorporated with a capital of $10,000 by Peter Kuntz and others.

The H. L. Dingledy Lumber Company of Youngstown, O., has filed papers with the secretary of state increasing its capital stock from $50,000 to $75,000.

The Circleville Lumber Company of Circleville, O., has been incorporated with a capital of $10,000 to deal in lumber and building materials. The incorporators are Thomas O. Gilliland, Peter Kuntz, Jr., John J. Kuntz, J. A. Payne and G. F. Hill.

Mrs. Jennie Hayward, wife of M. A. Hayward of the M. A. Hayward & Son Lumber Company, died suddenly while visiting Sherrill Hayward, a lumberman of Cleveland, O. The body was brought to Columbus, where the funeral services were held.

H. M. Rowe, of the firm of Powell & Rowe, has moved his residence to 37 Locust street, Dayton, O., where he will make his headquarters in the future. He will spend Mondays and Fridays in the Columbus office. Mr. Rowe has been working the Dayton territory for some time and the move is nothing new in the policy of the company.

H. C. Buskirk, sales manager for the General Lumber Company, reports the supply of dry stocks scarce but says there is a good demand for the light grade stuff.

L. P. Schneider, sales manager for John R. Gobey & Company, reports a good business in hardwoods during the past two weeks. Prices are ruling firm and have a tendency to advance; stocks are scarce and broken. Mr. Schneider looks for a continuation of the good market in the next few months.

R. W. Horton, sales manager of the central division of the W. M. Ritter Lumber Company, says the volume of business has held up well for the time of year. There is a good demand for the general line of hardwoods, with oak and chestnut especially strong. Both retailers and manufacturers are buying better. Dry stocks are light and will continue so for some time. Mr. Horton recently returned from a vacation spent at Buckeye Lake.

The entertainment committee of the Builders' Exchange has set Wednesday, July 17, as the day for the outing at Glenmary Park. Special cars will be used to convey the members and their families to the park early in the morning. There will be a ball game and many contests, also music, dancing and refreshments.

The report of the Columbus building inspector for the month of June, 1912, shows an increase in the number of permits issued and a decrease in the valuation of new buildings, as compared to June, 1911. During the month 252 permits were issued as compared with 222 in the corresponding month in 1911. The valuation of permits issued was $579,116, as compared with $719,055 in June, 1911. The number of permits issued during the present year is 1401, an increase of two over the first six months of 1911. The total valuation of buildings is $2,601,133, an increase over the corresponding period last year of $255,101.

The Rowe & Giles Lumber Company of Chagrin Falls, O., has been incorporated with a capital of $30,000 to deal in lumber, both at wholesale and retail. The incorporators are George F. Rowe, Charles H. Giles, John W. Carter, Willis Ames and L. L. Patterson.

The Parker Lumber Company of Findlay, O., has been incorporated with a capital of $50,000 to deal in lumber. The incorporators are W. S. Parker, Vance J. Parker, Perry W. Parker, Deane Parker and Clara Vance Parker.

TOLEDO

According to the figures in the office of the building inspector building operations in Toledo for the first half of the year exceeded by nearly 100 per cent the building activities of the first six months of 1911. The report shows that 993 permits have been issued since Jan. 1, carrying an expenditure of $3,194,925 as compared with expenditures amounting to $1,624,170 for the preceding year. During June 205 permits were issued with a construction cost of $375,858, as against 176 permits aggregating $369,190 a year ago. The residences and investment structures being erected in Toledo this year are of the highest order and great quantities of hardwood are being used in their construction.

Furniture factories are running full time and sending in heavy orders. Prices in hardwoods all along the line remain very firm and about all available dry stocks are being snapped up if the figure is anything like right. Vehicle concerns are also sending in a strong call for lumber and some difficulty has been experienced in securing sufficient lumber to take care of their needs.

Many Toledo lumbermen are preparing to attend the national convention of the Concatenated Order of Hoo-Hoo at Asheville, N. C., July 18-19-20. Frank Spangler, one of the heaviest handlers of hardwoods in Toledo, is president of the Ohio organization.

INDIANAPOLIS

The E. Q. Smith Chair Company, Evansville, has increased its capitalization from $25,000 to $100,000.

Notice has been filed with the Indiana secretary of state that the Old Hickory Chair Company, Martinsville, has increased its capital $75,000.

The Talge Mahogany Company has been having a fine business during the last few weeks and is working its plant in this city to full capacity. The company recently received some large shipments of mahogany from Africa.

MEMPHIS

The weather has been very favorable in this territory for the production of hardwood lumber and satisfactory progress therein has recently been made. The supply of timber is more satisfactory than it has been at any time since last winter. There are a few instances where mills are finding it impossible to run on account of inadequate timber supply but as a general proposition it may be stated that all the mills in this city and section are running, and in some cases are working on double time.

There has possibly been some slowing down in demand during the past fortnight, due in some measure to the taking of inventories by consuming and distributing interests alike, who have desired to show as little stock on hand as possible. It has also been due in some measure to the uncertainty regarding the action to be taken by the Democratic party in nominating its candidate for the presidency. Both of these conditions, however, have been removed during the past few days and members of the trade here express the belief that there will be a good demand for hardwood lumber throughout the remainder of the season. The idea is also entertained that prices will be well maintained as a result of the fact that there is no surplus stock of hardwood lumber anywhere in the country.

A prominent lumberman recently stated that the railroads were showing greater interest and activity in hardwoods than since the panic of 1907. Readers of HARDWOOD RECORD are familiar with the retrenchment policy of the railroads since that time and the disposition to make their rolling stock and other equipment go just as far as possible without making further purchases. However, it is said that they have reached about the end of their row in this matter and that they are confronted with the necessity of greatly increasing their equipment. The West promises an unusually large wheat crop, the condition of the corn crop is good and the South gives promise of at least an average cotton crop. It is therefore quite apparent that the railroads in both the South and West, as well as the Northwest, will have an abundant amount of freight to handle in the way of farm products. Because of this fact and because of the general prosperity of the country, they are beginning to make improvements in their road beds, increase their equipment, and otherwise increase their facilities for handling traffic.

At a recent meeting here, attended by prominent officials of the Illinois Central Railroad and the owners, managers and attorneys of the tap lines in the South, making connection therewith, the order of the Interstate Commerce Commission regarding the pro rata that tap lines shall receive on through shipments of lumber and lumber products was fully discussed. After the convention adjourned it was stated that the officials of the Illinois Central and those of the tap lines understood each other thoroughly and that there would be no difficulty as a result of the promulgation of this new ruling.

The Arkansas Logging Company is making rapid progress on the building of the road which is to connect with the Memphis, Helena & Louisiana line of the Missouri Pacific system. This firm has been organized for the purpose of developing the timber on the tract of about 30,000 acres recently purchased by A. Maas and eastern capitalists in Phillips and De Sha counties. It has a nominal capital stock of $10,000 and T. W. Sofge is general manager. It is, however, in effect, a subsidiary of the Delta Land Company, which is the owner of the timber lands in question and which is capitalized at $500,000. The timber on this land is being cut as rapidly as possible and sold to owners and operators of mills in the Mississippi valley. The company has not made arrangements to operate any mill so far. The land is very fertile and it is expected that it will be put into cultivation of cotton as soon as the timber has been removed.

Rooks Brothers have purchased 1,400 acres of land in Crockett county, Tennessee, from C. H. Ferrell, at Humboldt, for a consideration of $28,000. Between seven and eight hundred acres of land involved in this transaction is covered with timber, principally white oak, red oak, gum and cypress. The new owners have made no announcement as to their plans.

J. H. Bynum and L. R. Alexander announce that they will begin the erection of a large stave mill at Dermott, Ark., in the near future. A considerable number of men will be employed.

Extensive improvements are being made at the heading plant of the Pekin Stave Company, at Paragould, Ark. In addition, the machinery is being thoroughly overhauled and repaired. This plant gives employment to about seventy-five men and will resume operations about the middle of July.

It is now the consensus of opinion among railroad men that the extension of the New Orleans, Mobile & Chicago railroad from Middleton northward to a connection with the Nashville, Chattanooga & St. Louis will pass through Milan, Tenn. Lumbermen and owners of timber lands in that section are very much interested in this view, as the new railroad will afford facilities for the development of extensive timber holdings therein. Staves, bolts, logs and other rough material are being hauled twenty to thirty miles because of the present inadequate railroad service.

Another railroad change of importance is the decision of the Memphis, Columbus & Gulf railroad to extend its line eastward as far as Demopolis, Ala. This carries the line to the head of all the year round navigation on the Warrior and Tombigbee rivers. This road as now planned is to run from Okalona, Miss., to Demopolis, Ala., and will serve a section very rich in timber and other resources in east Mississippi and west Alabama.

The committee appointed by the Business Men's Club to raise $30,000, to be used for the purpose of continuing the publicity campaign, which has kept Memphis conspicuously before the world for the past two years, is making good progress. About $25,000 of the $30,000 required has already been raised. A portion of this fund will be devoted to the tri-state fair but the remainder will be used for the purpose of advertising the resources and advantages of this city. The campaign of publicity has covered the past two years and has attracted a number of wood-working enterprises to this city.

George D. Burgess of Russe & Burgess, Inc., F. B. Robertson, president of the Lumbermen's Club of Memphis, and E. E. Taenzer of E. E. Taenzer & Co., have returned from New Orleans, whither they went on business.

J. W. Thompson of the J. W. Thompson Hardwood Company, Chicago, spent July 4 with his family here.

W. H. Russe of Russe & Burgess, Inc., sailed from New York on July 2 on board the Mauretania. Mr. Russe is making his annual trip to Europe and while abroad will make his headquarters at the offices of the firm, maintained in London in charge of G. A. Farber.

LOUISVILLE

The Kentucky & Indiana Hardwood Company is establishing its yard at Twenty-third street and Standard avenue. The company was incorporated some time ago by Owensboro interests. Herbert Bauman will be in charge of the business.

The Louisville Point Lumber Company is making some repairs in its mill, including the addition of a new steam feed. The mill has been running day and night of late, producing in the neighborhood of 75,000 feet of poplar a day.

C. C. Mengel & Brother Company will get in a lot of logs shortly, as a big car is being docked at Pensacola. The mill in South Louisville is being operated overtime, as the demand for mahogany lumber is continuing excellent.

The high price of feed is one of the reasons why small mills are not running, according to George H. Schotte, vice-president of the Thompson Hardwood Lumber Company, who was in Louisville recently.

Among those who have addressed the Louisville Hardwood Club or will make talks in the near future are Everett Haynes, of the Mengel Box Company; Stuart Cecil and P. G. Booker of the Booker-Cecil Company; C. M. Sears of the Edward L. Davis Lumber Company, and Harry E. Kline of the Louisville Veneer Mills.

The Edward L. Davis Lumber Company entertained the Louisville Hardwood Club at dinner Tuesday evening, July 9, the meeting being held at the plant of the company at Fourth and K streets. The meeting was unusually enjoyable.

D. E. Kline of the Louisville Veneer Mills, represented the Hardwood Club at a recent meeting of the Kentucky Manufacturers' Association, which was organized for the purpose of improving tax, labor and other conditions in this state.

The timber resources of eastern Kentucky had a prominent place on the program at a convention of bankers held at Olympian Springs, Ky., recently. J. C. C. Mayo of Paintsville, who is a large holder of timber in that section, was one of the speakers.

The state of Kentucky is planning to construct an "arboretum" on the grounds of the

new state capitol at Frankfort, in which the trees of Kentucky will be displayed. It is the intention to give each of the 120 counties a different tree, but this may be interfered with by reason of the fact that the plan would require pressing the persimmon, the pig-nut and other trees devoid of poetical associations into service.

Indicating the possibilities of the hardwood business in the Philippines, Capt. Fred L. Wilson, a Kentuckian in the regular army, has resigned his post in Moro province to become the general manager of a $150,000 company which is engaged in the hardwood trade at Kolambugan, Mindanao, P. I.

The Roy Patton Lumber Company has been formed at Jackson, Ky., with $25,000 capital stock. It has taken over a large band mill at Hays, two miles from Jackson, and will begin operations at once. S. E. Patton is in charge of the mill, while Ignatz Herz of New York, is president, William F. Nettling of Floral Park, N. Y., is vice-president and Roy Patton of Jackson, secretary and treasurer.

MILWAUKEE

The Ellington-Schmidt Lumber Company has been incorporated in Milwaukee by M. C. Ellingson, Emil Schade, C. F. Schmidt and Arsan A. Faucher. The new concern has a capital stock of $12,000.

It has been reported that the Plymouth Veneer Company of Plymouth, has decided to liquidate, on account of poor business conditions. The company is not insolvent as the assets are reported at $69,000 with liabilities of $36,000.

At the annual meeting of the Coye Furniture Company of Stevens Point, directors and officers were elected. The officers for the ensuing year are: President, D. E. Frost; vice-president, F. A. Southwick; secretary, W. S. Young; treasurer, W. H. Coye.

E. A. Zundel, secretary of the Crocker Chair Company, Sheboygan, acquired the controlling interest of that company by the purchase of stock from W. D. Crocker, president, and W. J. Rietow, vice-president, of the same concern. Mr. Rietow has been elected president of the German bank and will withdraw from the chair company.

Experiments are being conducted in the United States Forest Products Laboratory in Madison, looking to the hardening of timbers. In many cases tried, the timber has been conditioned in a treating cylinder, with the result that its strength was more than doubled.

The boat factory of Thompson Brothers, at Peshtigo, which was destroyed recently, will be rebuilt.

The Racine Lumber and Manufacturing Company, Racine, will erect a planing mill of large capacity at Eddyville, Ky. Wood-working and power machinery equipment will be purchased for the new mill.

Three district meetings of the Northern Hemlock & Hardwood Manufacturers' Association of Wisconsin were held in Eau Claire, Wausau and Green Bay. The purpose of these meetings was a general discussion of topics relating to lumbering, particularly "Labor Supply," "Lumber Advertising," and "A Forest Products Exposition." Reports show that the labor supply in general is scarce, that the stocks are light and the market conditions strong.

A new dry-kiln will be erected for the Gurney Refrigerator Company, Fond du Lac. The structure will be constructed of brick, three stories high and will measure 55x90 feet. The first floor will be used for the kiln and the remainder for factory purposes.

The Oshkosh Chamber of Commerce is planing to bring about an innovation—a manufacturers' week. The plan calls for setting aside one week when all plants would receive visitors. Wood-working concerns are interested in the project, which would mean a "Welcome" sign in place of "No Admittance" for the week.

ST. LOUIS

Building permits for the month of June were quite satisfactory and show an increase over those of the corresponding month last year. Permits for new buildings and alterations amounted to $1,931,076, $144,000 over the month of June in 1911.

Receipts of lumber by rail for June, 1912, were 17,661 cars, in comparison with 16,684 cars last June, an increase this month of 977 cars. Shipments by rail were 13,137 cars, an increase of 2,000 cars over June of last year, when 11,037 cars were shipped.

A fire started in the warehouse of the Fidel-Ganahl Planing Mill Company on the morning of July 4, and before it was extinguished, the loss amounted to $30,000. The warehouse contained hardwood lumber and finished lumber. J. George Ganahl, president of the company, departed from St. Louis for Waterloo, Iowa, with his family for an automobile trip on the morning of the fire. The fire is supposed to have been started by a toy balloon.

The Pickrel Walnut Company filed articles of incorporation last week with a capital stock of $40,000, fully paid. The incorporators are Gus Huston of Blandisville, Ill.; Roy E. Pickrel, C. G. Hasgall and F. J. Maxwell, all of St. Louis. The object of the corporation is to buy, sell and deal in walnut timber and timber lands, also to manufacture, buy, sell and deal in lumber and all products made therefrom.

The Vancleave Saw Mill Company recently filed articles of incorporation with a capital stock of $10,000, one-half paid. P. F. Holly holds fifty shares, Thomas E. Powe holds thirty shares, H. Burmlister holds ten shares, F. G. Harrington, Granville Hogan, five shares each. The object of the corporation is to buy and sell all kinds of lumber and to own, rent or lease sawmills, etc.

The Hardwood Market

CHICAGO

The opening of the month of July has been marked by seasonable weather and in consequence there is more or less of an apathy settling upon the trade which can easily be expected in the hot summer months when every good lumberman takes his vacation. If he hasn't made enough money in the wintertime to go out of town on a vacation, he takes it in his offices, with his feet on his desk and with the best cigar he can borrow in his mouth.

Generally speaking, things are comparatively dull. This is notably true in the furniture trade, of course, which has been dull right along, while the building trades are continuing to bring an occasional flutter to the heart of the hard-struggling lumberman. The railroad trade has been an encouraging feature of the market for some time, but on the whole, the demand is entirely within the possibilities of the season.

Slowness in shipments is continually complained of. There is probably no relative change in the importance of demand for the various species of hardwoods sold locally.

The box people and implement concerns probably have as much difficulty as anybody in securing what stock they need, while a large manufacturer of picture frames recently expressed considerable difficulty in getting a sufficient quantity of No. 2 common basswood, but withal there seems to be very little complaint, the trade generally taking the situation philosophically and claiming they are doing everything possible to realize a fair price on their lumber.

Nothing startling can be said of the yard trade, which, however, is receiving its full share of the benefits from building activity. A great many of the structures going up in Chicago are outside of the loop district, which means that they are of smaller average size and that in proportion to their size, there is probably more wood used than there would be if they were erected within the loop. This should "spell something" to the local trade.

NEW YORK

Although hardwoods are moving with less snap than three months ago, this does not mean that there is any appreciable falling off in volume or slackening in price. Birch and maple continue strong features of this market as they have been for the past year. Ash is also in good demand, and it is reported that automobile manufacturers are again taking large quantities of this stock. The balance of the list continue in fair demand with no change in prices. The hardwood flooring market finds business fair and prices good. There is nothing to indicate any material change in condition in the near future.

BUFFALO

The hardwood trade has been fair at all the yards during the past two weeks, though not showing the activity of a few months ago. Now that the political campaign has begun, there has been some question as to whether or not it would materially affect business, but the prevailing opinion is that business will be little disturbed. Dealers are going ahead about as usual in their purchases of lumber and many additions are being made to stocks which bid fair to be in demand during the next few months. Prices hold firm.

Receipts from the South have been limited by the scarcity of dry lumber at the mills. The amount to be had is comparatively small, although it is showing an increase. It is just as hard to get stocks wanted as it is to find a place to sell them. If there were much more activity than at present there would be great difficulty in finding available lumber.

Plain oak continues to be in chief demand and dealers state that it is furnishing a large share of the inquiry. Quotations hold very firm, with an upward tendency. Quartered oak, while not so strong, is bringing more than a little while ago. Birch and maple are in seasonable demand and additions are being made right along to yard stocks. Maple flooring seems to be moving quite well. Chestnut has improved, the sale now being mostly of finish. Elm and basswood are fairly active, the latter increasing in sale as compared with the past few months. Cherry and walnut are rather quiet, while poplar is moving mostly in the lower grades.

PHILADELPHIA

There has been but little or no deviation in the lumber market from the situation of two weeks ago. Shipping is a little easier in most of the flood centres, and manufacturing is again resumed, but the signs are meager for a rapid accumulation of hardwood, and as to seasoned stock, it will take some months to restore normal conditions. Although there is a fair volume of lumber moving it is mainly for quick orders, and the demand for stocking up is very conservative.

Prices hold firm in all standard woods, and in low grades the stocks have been pretty well cleaned up.

Construction work in Philadelphia continues fair, but a slump continues in the general operative building work. Throughout the east, with probably the exception of Boston and one or two other New England cities, a receding market is reported, but the volume of trading from small towns and outlying districts has swelled considerably. Taking the situation as a whole the outlook for hardwood lumber is encouraging. Chestnut holds steady and the sound wormy keeps to the front. Prices in gum have moved upward and a fair volume is being handled at this time. Poplar remains firm; birch and beech find a steady market, and red and white oak has a good call; quartered oak is reported stiff, with stock low.

PITTSBURGH

June business showed that 1912 buying is keeping up well. The midsummer season is not causing any serious falling off in orders and shipments have, if anything, increased a little during the past two weeks. Conditions at the mills are better. Floods are over and manufacturers have commenced to catch up with their orders which were placed several months ago. Prices in all lines of hardwood are up to stay. Yard trade shows little improvement. The big industrial concerns, the railroads and furniture and implement factories are taking most of the stock now being sold. Some good purchases of hardwood timber have been made lately by Pittsburgh firms and new operations will be started this summer.

BOSTON

There has been quite an improvement in the market for hardwood lumber during the past few weeks, and prices have hardened considerably. Manufacturers are writing their agents and the wholesale trade in this city that their offerings of good stock are comparatively small and they follow such letters with a firmer price schedule. Buyers are showing more interest and where stock has actually been wanted advances have been paid. Consuming manufacturers are cutting up larger lots of lumber and it is said that few are carrying any stocks to amount to anything. Table manufacturers have been busy and have a good volume of business on hand. Veneers have been selling with more freedom and manufacturers of this product are looking forward to a still further increase in demand during the next few weeks. Prices are firmer in most cases.

Maple is in very fair demand and offerings of good stock are not large. Some dealers have been in receipt of a good business while others claim the demand has not been large. Plain oak has become quite a little firmer. Practically all thicknesses are in demand at full prices. For quartered oak an improvement in demand is reported but business cannot be termed active as yet. Prices are a little firmer if anything. Walnut is in fair call at high prices. Whitewood is selling in fair sized lots.

BALTIMORE

In spite of various diverting factors, chief among which was the Democratic National Convention, the hardwood trade of this city has held up surprisingly well during the last two weeks. Salesmen from all the territories covered by Baltimore report that the demand kept up, and that even an increase in the inquiry was to be noted. The woodworking factories and the yards manifested a gratifying interest in assortments of hardwoods, and there was an unmistakable tendency to be more liberal in the placing of orders. The strike situation showed further improvement, and the accumulations at the terminals here were rapidly diminished, the steamers that sailed carrying out large quantities of lumber and logs. What is equally important, the foreign buyers evidently find the demand good, for they are taking up stocks with much freedom, and the supplies on the other side of the Atlantic are by no means large. Notwithstanding the heavy movement, the foreign trade has remained in excellent shape, and is far more active than might be expected at this time, which is generally a period of pronounced quiet. This also applies to the domestic trade, which has continued far better than the millmen and dealers felt they had reason to expect not so long ago. The inquiry at the mills for stocks is still such that the producers have been unable to accumulate extensive assortments.

Quotations are very firm—even higher in some divisions of the trade. Of course, the shipper must get more money for his lumber, on account of the advance in the freight rates and the increased cost of handling, but the range of prices enables him to come out on the right side, and the margin of profits is widening in nearly every division of the business. Chestnut still is in sufficiently active request to bring acceptable prices, the low-grade stocks used for making boxes holding their own, and yielding very fair profits. They are perhaps stronger than the high-grade lumber, but even the latter holds its own and brings fair returns. The tendency as to good dry oak is still upward, and the individual requirements and urgency of needs alone dictate terms. Perhaps the relatively weakest item on the list is extra wide poplar of fine quality, the demand for which seems to lag, and is not bringing the returns it should.

COLUMBUS

Conditions in the hardwood trade in Columbus and central Ohio are continuing steady in every respect. There is a good demand for the general list with the lower grades selling the best. Prices are ruling firm and there is no tendency to shade quotations in order to force trade. One of the best features of the trade is the scarcity of stocks in most parts of the country, which means that the good prices which have been prevailing for some time will continue.

The retail trade is good in many respects. Building operations are active, especially in the larger cities and towns of central Ohio. The factory trade is also buying more liberally, and taking it all in all the outlook for the future is very good.

There is a good demand for all grades of oak, both plain and quartered. Prices are firm and show a tendency to advance. Poplar is also fairly strong, with the exception of the wide sizes which are a sort of drag upon the market. Chestnut is moving well and the demand is especially good for sound wormy. There is a good demand for ash. Basswood is selling well and other hardwoods are strong.

CINCINNATI

The hardwood market keeps up remarkably well for this time of year. There has been a steady demand for small lots of hardwoods from the furniture manufacturers who have been buyers in a small way for many months and who have never deviated from the rule of buying oak in small quantities, though the demand has been ever so great. The same rule was applied to plain and quarter-sawed oak. It was bought with a single purpose of a reduction in price, though oak is as low as it can possibly be, owing to the difficulty in reaching the same. Oak for immediate use is very scarce, nearly all that is in the market being of this season's cut. The demand for quarter-sawed oak in good figure is rather light, while plain oak is in fair demand. Heavy oak is wanted at the mills for ties, shiptimbers and car timbers. Chestnut is in good demand for rough, heavy stock and long, clear, wide boards for the building trades, while the general run of medium grade is in fair demand. Sound-wormy chestnut in wide, clear stock is in good demand. Better prices can be obtained for this grade than can be obtained for any other, providing, however, that the wood does not show any other defect than worm-holes.

Clear wide poplar is in fair demand. There is only a moderate call for box-boards from the wagon-makers' industry. Low-grade stock is plentiful. Red and white birch is in good demand, with a preference for the white. Stocks of both are light at this point. Mahogany, basswood, cottonwood, buckeye and other hardwoods are in fair demand.

INDIANAPOLIS

There has been a normal trade for the season in hardwoods during the last two weeks. Business has been fairly satisfactory, with indications of showing some improvement. Inquiries are getting strong and retail dealers are showing more inclination to place orders. Some dealers, however, are holding off, buying only for current needs.

Prices continue steady and a decline in the market is not anticipated. Building operations are booming and there is an exceptionally large demand for hardwoods for interior finish. Factories using hardwoods are not especially active at this time, but will soon begin their runs for the fall trade.

MEMPHIS

There has been a little slowing down in the demand for hardwood lumber during the past fortnight but, with the opening of a new fiscal year and the completion of the taking of inventories, it is anticipated that there will be a substantial increase in the volume of business in the immediate future. Meantime stocks of hardwood lumber in the South, readily available for delivery, are comparatively small, with the result that the majority of the trade is disposed to look for continued firmness in prices. Buyers are carrying comparatively small stocks and this is regarded as another feature working for continued maintenance of values on the present basis. There has been little change in the relative position of the various items.

There is a very satisfactory demand for plain oak, gum and cottonwood in all grades, and prices are quite firm. Ash has shown increased activity lately. Inch stock is in good request and 2 to 4-inch ash is wanted in considerable volume by manufacturers of automobiles, machinery and agricultural implements, as well as vehicles of all kinds. Cypress is in good demand in all grades and the call for quartered oak is moderate. The lower grades, however, appear to be more wanted than the upper and are relatively firm as to prices. Export business is good and the feeling here is one of optimism.

LOUISVILLE

Business is satisfactory, and though trade is not booming, as it never does in July, it is coming nearer filling expectations than any previous part of the year. Mills are running rather generally, and while the supply of lumber is not top-heavy and most of the items which have been scarce remain so, dealers and manufacturers are in a better position to go after trade with the ability to take care of all the needs of their customers. Prices have not relaxed, and are continuing good, and with a fair amount of business coming in right along, there is no com-

plaint to be made of the situation. Quartered oak has been doing well of late, and some sales of high-grade stock at exceptionally good prices have been reported. Plain oak is also in good demand, although thick stock is not moving so well, relatively, as inch. Poplar is a big seller, and manufacturers having a good supply of poplar logs are working night and day in an effort to get their stock ready for the market. Low-grade chestnut is a good seller to box factories, but this trade will taper off now that more gum and cottonwood can be shipped from the southern mills.

ST. LOUIS

St. Louis hardwood lumber dealers report satisfactory conditions. The demand is good and is about all that can be handled, considering the light supply of dry lumber and the moderate supply of partially dry and green lumber in the hands of the manufacturers. The best demand is for plain oak in all grades. Quartered oak is also showing up better. The furniture factories are not buying as freely as the sash and door factories, which have been having a nice business since the early spring. According to indications, there will be a moderate advance on all items before long. St. Louis dealers who handle cypress report an unusually good run of business. Stocks are being sold out quite rapidly and there has been an improvement in prices.

NEW ORLEANS

Logging conditions in hardwood territory, as well as the demand for lumber, have shown marked improvement. There is a scarcity of dry lumber and mills are finding it difficult to supply mixed orders. Low grades are particularly scarce and there is a general upward trend in prices.

Cleaning up for the present and speculation for the future form the recent history of the export trade. The receding of the high waters is beginning to release a good many delayed shipments, particularly from points which the interruption of train service has rendered inaccessible, but traffic from the mills directly affected has not yet had time to resume. However, the situation is so far relieved as to strengthen activity in shipping, and to lead to a revival of efforts for new business, which have lagged considerably on account of the delay in filling old orders. There is, however, very little disposition to contract on any large scale until the future ocean rate situation is further developed, and this question is almost at a standstill for the present. The indications are that the demands of the ocean lines will be much higher than last year for contract business, and apparently they do not consider themselves in a very strong position to urge them just now, when freight other than lumber is scarce, and they are using every effort to secure that class of freight.

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MILWAUKEE

The local hardwood lumber business is moving along briskly and wholesalers report that they are meeting with a good trade. Good weather has resulted in plenty of activity in the building field and this has naturally resulted in a good hardwood business. Stocks are still light in most lines and prices have advanced as a consequence. Shipments of new stock are not arriving as rapidly as they might, and prices for the new cut are almost as high as they are for dry stocks. Considerable business is being done in green lumber for future delivery. Wholesalers say that neither northern nor southern mills have much unsold stock on hand. It is said that many of the southern mills are closed because of a log shortage, while other plants are working overtime in an effort to catch up with orders. Shipments of southern stocks to this market are light, while consignments from the northern mills are hardly equal to requirements.

Demand for interior finish is especially strong at this time and plants in this line are running full time. Maple is also wanted and all hardwood flooring plants are busy. Birch is in brisk demand with the supply light as usual. Both plain and quarter-sawed oak is selling well. Basswood is moving along well with stocks in the lower grades especially light. Ash is in good demand from the wagon and carriage manufacturers. Furniture concerns are buying lightly.

GLASGOW

Business in this market still continues quiet. The London labor strike seems to be affecting the whole country's trade. Recently, however, a better feeling has become manifest, owing to the attitude of some of the men in refusing to leave work in sympathy with the London strikers.

Shipbuilding still continues good and the demand from this source is expected to improve very soon as a large number of orders for new contracts has recently been placed. Wagon-builders are very busy and all the oak which is on the quay and coming forward will be brought up at enhanced prices. Box-makers are fairly well employed.

A large demand continues for all kinds of American staves, and it is a significant fact that not one lot of oak staves is in first hands at the present time. Prices are advancing.

Buyers do not seem to be anxious to contract for quartered oak boards. Prices on this stock are very high. Virginia oak logs are in good demand. Any southern logs arriving have had to go into store, which is a usual feature with these imports. The market for red gum is weak.

Hickory logs are in good demand and higher prices are being mentioned for lots to come forward. The market is fairly well supplied with ash logs at present and consignments should be imported in very moderate compass. Shippers are advised to be very careful in their consignments and if at all possible, to ship only against firm contracts.

In spite of all that has been said of floods on the other side interfering with shipments of lumber, consignment lots continue to arrive in this market. This has the effect of keeping prices at a low level, whereas shippers might be realizing higher prices than they have been for a considerable time. It is difficult to get buyers here to believe that there is a shortage of lumber in the States, when in every steamer arriving, parcels are sacrificed which ought to fetch more money. That buyers get their requirements cheaper from consigned parcels on the quay than they would were regular contracts made will prove to shippers that they are really doing an injustice to themselves, and the sooner this state of matters is rectified, the better for all concerned.

LIVERPOOL

The particular interest here has been the three vital sales held recently. To show the low character of the stocks in Liverpool, it may be interesting to point out that usually each sale occupies a day's work and therefore in the ordinary way, the sale would have occupied three days. On this occasion the catalogs were so small that the three bookers were able to finish easily in one day. As all the leading merchants had large purchases to execute to meet the urgent demand of their clients in England, and as rumor said there were orders for over a million feet in Liverpool from buyers on the American side, the situation can readily be understood. For each succeeding lot there was unprecedented competition, and log after log was sold on a higher basis than the previous sales. One buyer stated that he went into the auction room with valuations at least a penny a foot up as compared with the last sales and even then did not buy half as much as he really wanted.

Round ash logs have been coming in but there are early signs of worms in some of the logs now on the way. This is disappointing as, if the logs are going to come in with grubs, the market will have a very hard time this back end, and shippers should be very careful in their selections. Round hickory is commanding high prices and exceptional figures were bid for some parcels. Ash logs with a good proportion of large logs, 14 feet and up, are the best for shipment at the present time, though the smaller second growth logs would still find a ready market at good prices. It is really no exaggeration at the moment to say that shippers can hardly make a mistake in shipping to this market. Every line of stock is very bare and prices are still advancing. A large order for prime white ash planks 2" and 3" has just been placed and shippers of this class of goods could obtain good orders at good prices.

A big dispute has just been settled at this port by arbitrations, having regard to white ash planks. The shipper contended that hard brown ash was white ash under the contract. This was not upheld by the umpire appointed to deal with the maker and it may be interesting to know that the custom of this port is that five per cent of hard brown ash will pass in a car as white ash. Some have stated that all white ash cannot be obtained in America but the ash wanted is imported, and high prices are paid for the right kind. Walnut is very scarce, there being not a single prime log in Liverpool. Some tremendous prices have been paid during the past week for logs which, to say the least, were only very moderate in quality. Birch and whitewood are also wanted badly but in these two cases some shipments have arrived to relieve the situation to a small extent. Quartered oak has arrived in larger quantities and has found a ready sale. Some good logs of round oak have landed and were very quickly snapped up. Wagon oak specifications also continue to be in demand and prices are still advancing.

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BOX 74, care HARDWOOD RECORD.

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for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO.,
Atlanta, Ga.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St.,
Buffalo, N. Y.

WANTED

Oak bending strips. 73" to 98" long. Large or small quantities.
DELPHOS BENDING CO., Delphos, Ohio.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.
THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

TIMBER LANDS FOR SALE

FOR SALE

At a special bargain 300,000,000 feet of the very highest grade of hardwood timber, especially well located as to logging and market, in southern Mississippi; cut over 10,000 feet per acre; land in fee simple. If interested address
H. H., P. O. Box 176, Mobile, Alabama.

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE

Longleaf yellow pine and hardwood timber tracts conveniently located to rail and water transportation are offered in the Southern states. J. H. C. BARR, Land Title Bldg.,
Philadelphia, Pa.

FOR SALE—5,000 ACRE TRACT

of Hardwood Timber Land located in Perry Co., Tenn. This tract contains a large amount of Hickory and Oak tie timber; land is suitable for farming or pasture when timber is removed; a bargain at $5.00 an acre. Will arrange terms; investigate. For particulars address
FRANK P. CLEVELAND,
2440 Adams Express Bldg., Chicago, Ill.

LUMBER FOR SALE

FOR SALE

5 cars 1x4" & wider Sap Gum No. 1 Com.
12 cars 1x6" & wider Bay Poplar (Tupelo) strictly 1sts and 2nds. The above is choice band sawn stock, thoroughly bone dry and straight in pile at our Ayden mill. Write for prices. AMERICAN LBR. & MFG. CO.,
Pittsburgh, Pa.

FOR SALE—ROCK ELM

2 cars 10/4 common and better. Choice.
EDWIN B. JOHNSON LBR. CO.,
Old Colony Bldg., Chicago.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold, if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.
INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

WANTED

Seat stock plain and quarter sawed oak, 1½", 18, 20 and 22" long. Address
"BOX 71," care HARDWOOD RECORD.

LUMBER WANTED

WE ARE IN THE MARKET

for all kinds of Hardwood, log run, at lowest cash prices delivered.
GUENTHER LUMBER CO., Philadelphia, Pa.

LOG RUN BUTTERNUT WANTED

We are always in need of log run butternut, particularly 5/8, 5/4 and 6/4 flitch sawed log run stock. Communicate with purchasing department, advising quantity offered, age, where located, etc.
BAUSCH & LOMB OPTICAL CO.,
Rochester, N. Y.

WANTED

All kinds of hardwoods, log run. Will send inspectors. GUENTHER LUMBER CO.,
Philadelphia, Pa.

WE ARE IN THE MARKET

for several cars 4/4, 5/4, 6/4 No. 2 common Basswood and 4/4 Basswood four foot long in car lots, for prompt shipment, price f. o. b. Chicago. CHICAGO PICTURE FRAME WORKS,
2414 W. 20th St., Chicago, Ill.

MACHINERY FOR SALE

FOR SALE

One 6x10 automatic buckeye engine, belted to 15 KW Willey generator, 110 volts.

One 14x24 Tangye bed buckeye automatic engine.

Two 16x66 return tube tubular boilers.

One 50 H. P. transmission rope drive, complete.

One Kensington feed water heater.

One miscellaneous lot shafting, pulleys, hangers. LOUISVILLE VENEER MILLS,
Louisville, Ky.

WOODWORKING MACHINERY

1—55" Connell & Dengler Band Resaw.
4—Circular Resaws.
1—15" inside matcher J. A. Fay & Co. make.
1—Heavy 30x8 double surfacer.
10—2 spindle shapers.
6—Hand jointers.
2—Panel Raisers.
Various other machines.

ENGINES

Corliss:
1—10x30 Hamilton.
1—14x36 Bates.
1—16x42 Hamilton.
1—16x36 Fishkill.
1—18x42 Lane & Bodley.
1—20x42 Wetherill.
Tubular Boilers of all sizes.
Belting, Shafting, Pulleys and Hangers.
CLEVELAND BELTING & MACHINERY CO.,
Cleveland, Ohio.

BUSINESS OPPORTUNITIES

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address
"BOX 72," care HARDWOOD RECORD.

CONNECTION WANTED

Englishman, domiciled in London, with thorough knowledge of lumber importing, mahogany buying, etc., and first-class connection with largest buyers (merchants and consumers), wishes to communicate with firm of hardwood manufacturers with the object of managing a British and continental business for them.
H. J. LAVY, 118 Leadenhall St., London, Eng.

FOR SALE—BAND MILL & TIMBER

Biggest Bargain on the Market.

8 ft. Filer & Stowell band mill complete in every detail, with planing mill, railroad and logging equipment; 40,000,000 ft. fine hardwood stumpage and as much more to be had. Quick buyers can have it at one-third original cost. No commission or middlemen. Write for particulars. SAVANNAH VALLEY LBR. CO., (Owners), Augusta, Ga.

WE WANT

Good slack stave mill site. Use principally Red or Sweet gum with Elm, Sycamore, Ash, Cottonwood and Willow. Will operate separately or jointly with lumber mill.
J. T. WYLIE & CO., Saginaw, Mich.

HDWD. OPPORTUNITY FOR OPERATOR

Of good credit to contract for any part of 500,000,000 feet hardwood, Eastern Kentucky, to be paid for as cut at low stumpage price. No cash required. Must build mill on property. J. H. S., Room 1408, 60 Broadway, New York City.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

Telephone Canal 1688
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co. 873-88 Laflin St.
HARDWOODS

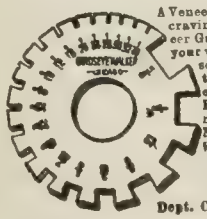
FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
W. B. CRANE AND COMPANY.
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
SAUL BROS.
626 Federal St., Chicago



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 88.
Dept. C **BIRD'S EYE WALKER** CHICAGO

Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, Ohio City, U.S.A.

GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

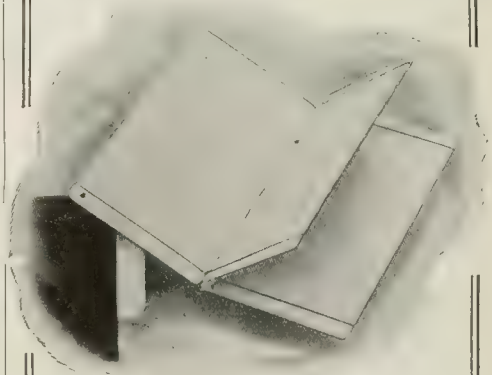
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by
Hardwood Record
355 Dearborn St., CHICAGO

Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20

MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables; George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

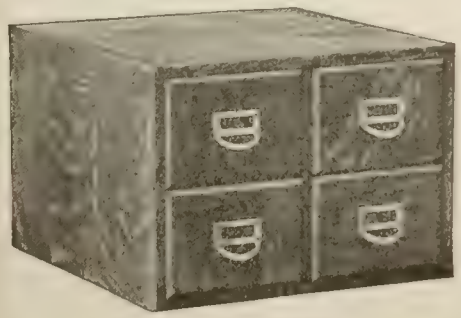


Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago

All the

Presidential Candidates

are receiving

Congratulations

from their friends upon their nominations. We take pleasure in offering

Our Congratulations

to the entire

Lumber Fraternity

Upon the REVIVAL of trade in the
LUMBER INDUSTRY

Yours for Great Prosperity

E. C. ATKINS & CO., Inc.

The Silver Steel Saw People

Makers of the Saws YOU want to use

Home Office and Factory, Indianapolis **Canadian Factory, Hamilton, Ont.**
Machine Knife Factory, Lancaster, N. Y.

Branches: ATLANTA CHICAGO MEMPHIS MINNEAPOLIS NEW ORLEANS NEW YORK CITY
PORTLAND SAN FRANCISCO SEATTLE VANCOUVER, B. C. SYDNEY, N. S. W.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

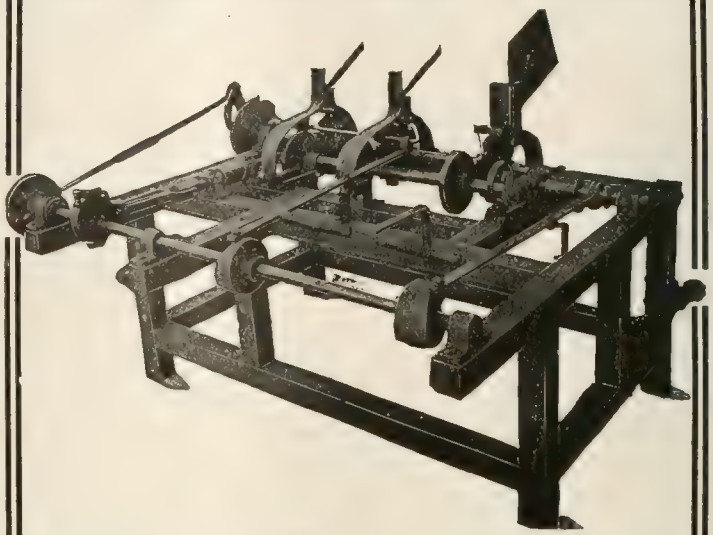
BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

Cable Address:—"Baldwin, Philadelphia."

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago



THE RUSSEL COMBINED SKIDDER AND LOADER IN OPERATION

Russel Logging Cars are built to stand severe service, of any capacity desired or to suit any length of log.

Logging Economy
will interest you

The most convincing proof of any machine's efficiency, next to a personal trial, is the expression of those who have used them.

We shall be pleased to furnish you with the proofs or the names of the operators who will be glad to show you the machines in operation.

The Russel Combined Skidder and Loader has demonstrated itself to be superior in design and construction. The great decrease in cost and increased efficiency of logging is bound to appeal to the operators.

Russel Wheel & Foundry Co., Detroit, Mich.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

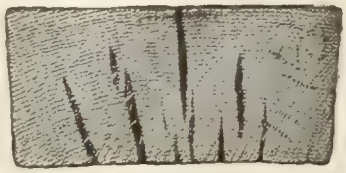
(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

CLYDE IRON WORKS
DULUTH, MINN.

BRANCHES:
30 Church Street, New York
1718 Fisher Building, Chicago
1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

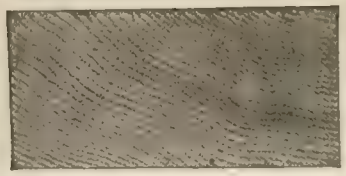
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

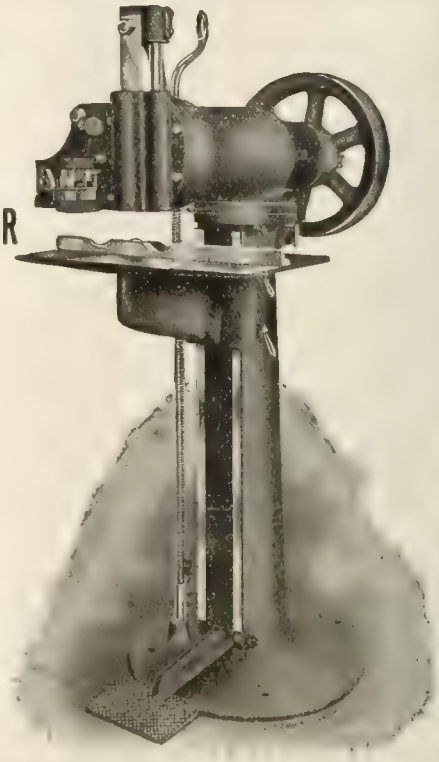
Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY

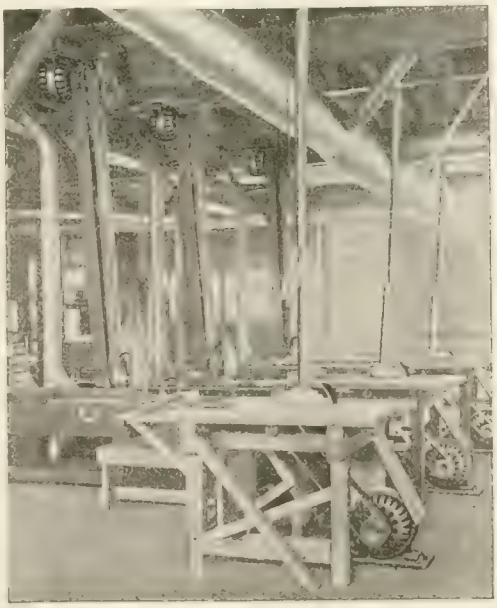


Recommended for hard service and guaranteed to do the work

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CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882



Materials can be passed from one machine to the next

Reduce the cost of handling materials

The greater time required for handling materials the greater the cost.

A large part of your time is taken in handling materials. Reduce this time by removing obstacles. Drive your machines with

Westinghouse Wood-Working Motors

Study the illustration. Notice how the belts take up no valuable room and how the machines can be arranged in the most economical manner.

The materials are passed directly from one machine to the next in the process. The time required for handling is reduced to a minimum.

Westinghouse wood-working motors furnish the most economical drive because Westinghouse skill and experience has built them to meet the actual working requirements.

Let us send you full information on Westinghouse wood-working motors. Write Dept. 38 today.

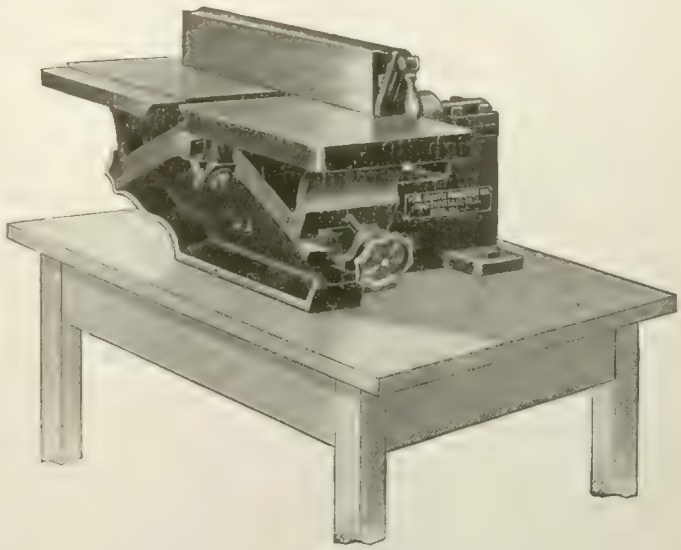
Westinghouse Electric & Mfg. Co.
East Pittsburgh, Pa.
Sales Offices in 45 American Cities

SMITH
Woodworking Machinery

Several Different Sizes and Styles of

HAND PLANERS

See Cut Below



The Above Engraving Represents Our

BENCH HAND PLANER

which will work 6″ wide. Gauge tilts for Bevel Planing. It is supplied with a countershaft not shown. For working up to 6″ it is as good as a larger and more expensive machine.

Address for Circulars

H. B. Smith Machine Co.

Smithville N. J.

New York Chicago Atlanta San Francisco

INDIANA

WHERE THE BEST HARDWOODS GROW

WHEN VENEERS MEET VENEERS

THERE is a great difference in the characters their faces reflect.

When you put fine faces on doors, furniture, pianos, etc., they call forth admiration from the purchaser whether he be dealer or ultimate user. If they don't, and meet this kind of competition, the salesman has to do a heap of talking, where the product should talk for itself.

When you purchase veneers for faces from this company, our inspection department eliminates every piece that does not fill your specifications.

This same careful work prevails on your order, from the selection of logs, their steaming, cutting and drying, right to the inspecting and packing.

All this care is the result of 42 years' experience.

Faces that reflect character cost you no more from

The Adams & Raymond Veneer Co.

Tenth Street, Indianapolis, Ind.

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY

Fort Wayne, Indiana

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

HARDWOOD RECORD

Not only the ONLY HARDWOOD PAPER but the BEST LUMBER PAPER published

D. B. MacLaren Lumber Co.

HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

VENEERS AND PANELS

CHESTNUT DOOR STOCK VENEERS

WE make a specialty of rotary cut Chestnut Door Stock Veneers for one, two, three and five panel doors, and are prepared at all times to fill orders promptly. We make it a point never to substitute brown ash when chestnut is ordered.

¶ We also manufacture door stock veneers in Red and White Oak, Poplar Cross-banding, Drawer Bottoms and special dimension Poplar, White Oak Veneers for furniture and piano makers, and other rotary cut products in Chestnut, Poplar, Red and White Oak not listed above.

¶ For prices and other information write to

RADFORD PORTSMOUTH VENEER CO., Radford, Virginia

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

Veneer Manufacturers Co.

S. E. Cor. May and Fulton St. CHICAGO

VENEERS

FIGURED AND PLAIN WOODS

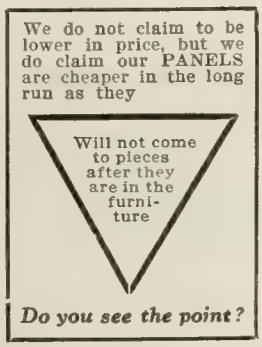
Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

Veneered Panels for Any Purpose

That is exactly what we manufacture—nothing more. We confine ourselves entirely to the business of making the best panels that good workmanship, high-grade glue, up-to-date machinery, first-class veneers and scientific management can produce. Having had over 25 years' experience in the successful manufacture of panels, we feel confident of our ability to guarantee

Quality and Prompt Shipment

Both are demanded on every order, large or small, and we solicit your business on this basis. To those unfamiliar with the economy, beauty and service of furniture, interior finish and other cabinet work, made up with veneered panels, we invite careful investigation. We can show you why it will be to your advantage to join the fast increasing line of manufacture—veneered goods.



The Gorham Brothers Co., Mount Pleasant, Michigan

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

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BASSWOOD
OAK
ASH
ELM

VENEER

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KIEL FACTORY AND OFFICE

MELLEN VENEER AND HEADING MILL

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OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

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¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

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We Can Fill All Orders
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28000	8/4 Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
		20000	8/4 Cottonwood Log Run.
72000	4/4 Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4 Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4 Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
		31000	8/4 Cypress Shop & Better.
28000	4/4 Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4 Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4 White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4 White Ash 1s & 2s.	38000	5/4 Gum Log Run.
		20000	6/4 Gum Log Run

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We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

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We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
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5 cars 4/4 1sts & 2nds Plain White Oak.
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5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

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OWING TO LIMITED DRY KILN CAPACITY, we are offering at special prices 750,000 feet of

4/4 No 1 Common and B and Better

Air-dried Soda-dipped

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This is the well-known genuine North Alabama Short Leaf

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Have in Shipping Condition

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4/4" & up No. 2 & better Hard Maple
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Guaranteed to average 8" wide
Runs 40%—45% 14' & 16' lengths

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Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

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A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
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1 car 8/4 Log Run Soft Maple
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6/4 Log Run Hard Maple

Our new stock is now fairly dry
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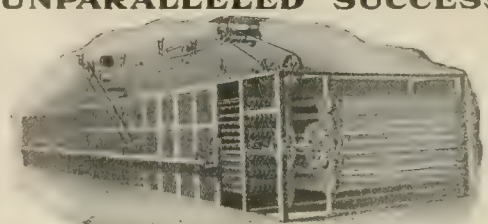
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Ask us for prices

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1 Car 1" Boxboards, 9 to 12"
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2 Cars 1" No. 2A Common
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1 Car 1¼" No. 2A Common
1 Car 1½" Clear Saps
4 Cars 1½" No. 1 Common
2 Cars 1½" No. 2A Common
1 Car 1½" No. 2B Common
1 Car 2" No. 1 Common
1 Car 2" No. 2A Common
1 Car 2" No. 2B Common

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Write us
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FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. July 12th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better	27 M
5/4 Ash No. 3 Common & Better	17 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	10 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
6/4 Cadillac Gray Elm 1s & 2s	85 M
4/4 Cadillac Gray Elm No. 1 Common	50 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	45 M
6/4 Hard Maple Step 1s & 2s	27 M
8/4 Rock Elm No. 3 Common	8 M
4/4 Hard Maple No. 3 Common	50 M

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OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. July 12th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	13 M
1x7 and up Basswood No. 1 Common	19 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	5 M
4/4 Soft Maple No. 3 Common	19 M

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KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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25,000 ft. 8/4 Basswood
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This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

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20,000 ft. 5/4 White Basswood
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100,000 ft. 5/4 1st and 2nds Basswood
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This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

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Kiln-dried Lumber a Specialty

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ALL WOODS

SEND FOR STOCK LIST

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HARDWOOD AND YELLOW PINE LUMBER

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3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

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PANELS *We carry in stock and can give immediate shipment, 3 and 5 ply panels in*

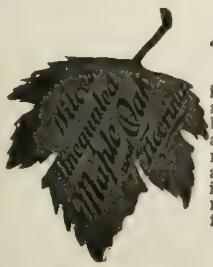
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CLOSE TO THE MISSISSIPPI RIVER

Will cut 6,000 feet per acre, 75% oak, Leveed and drained; easily and cheaply logged; river gives competing rail rate; land is in solid body and, as a timber proposition, is among the best left in Arkansas. The land is good as can be found and the drainage is causing rapid rise in farm land values. I own this and will sell right.

JOHN C. SPRY

134 S. La Salle Street, Chicago, Ill.

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. Write for terms.

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

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LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
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CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
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Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

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CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly

LOVE, BOYD & CO., Nashville, Tenn.

The Althauser-Webster-Weaver Lumber Co.

INCORPORATED

NASHVILLE, TENNESSEE

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HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

Cherokee Lumber Co.

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Manufacturers of

HARDWOODS

We want to sell from 100,000 to 200,000 feet 3" 1s and 2s quartered white oak, shipments to be made at regular intervals within the next six or eight months.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8′—8′6″ Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

OAK TIMBERS **YELLOW POPLAR LUMBER**

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER.
BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 cars 4/4 1sts and 2nds Quartered Poplar
5 cars 4/4 No. 1 Common Quartered Poplar
1 car 5/4 1sts and 2nds Poplar
3 cars 5/4 No. 1 Common Poplar
2 cars 5/4 No. 2 Common Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 6/4 No. 2 Common Poplar
1 car 6/4 No. 4 Common Poplar

The above stock from our West Virginia Mills.

185,000 ft. 4/4 No. 1 Common Louisiana band sawn White Oak, one year old

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING

Huntington, West Virginia

YOU GET WHAT YOU BUY

TIMBER PRODUCTS
C. L. Brown
TIMBER PRODUCTS

HUNTINGTON, WEST VIRGINIA
EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).
4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).
2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).
1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths.

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand July 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
F. A. S. Quartered White Oak, 6" and up	.....	60,000	.....	40,000	70,000	.....	7,000	.....	....	....	....
No. 1 Common Quartered White Oak, 4" and up	.....	12,000	.....	12,000	140,000	.....	.....	.....	....	....	....
No. 2 Common Quartered White Oak	.....	5,000	.....	.....	60,000	.....	.....	.....	....	....	....
Clear Qrtd. White Oak Sap Strips, 2½-5½	.....	.....	.....	.....	70,000	.....	.....	.....	....	....	....
No. 1 Common Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	50,000	.....	.....	.....	....	....	....
F. A. S. Plain White Oak, 6" and up	.....	.....	60,000	20,000	.....	.....	.....	12,000	3,000	....	3,000
F. A. S. Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	....	....	....
No. 1 Common Plain White Oak, 4" and up	.....	.....	.....	.....	.....	.....	.....	.....	9,000	....	....
F. A. S. Plain Red Oak, 6" and up	.....	.....	30,000	.....	80,000	.....	.....	.....	....	....	1,000
No. 1 Common Plain Red Oak, 4" and up	.....	.....	10,000	25,000	75,000	.....	18,000	.....	....	....	....
F. A. S. Red Gum	160,000	150,000	120,000	180,000	170,000	65,000	45,000	20,000	....	3,000	....
No. 1 Common Red Gum	150,000	80,000	130,000	40,000	150,000	30,000	35,000	.....	....	....	....
F. A. S. Highly Figured Red Gum	.....	.....	.....	12,000	40,000	10,000	5,000	2,000	....	....	....
Sap Gum Box Boards, 13"-17"	.....	.....	.....	.....	60,000	.....	.....	.....	....	....	....
F. A. S. Sap Gum	60,000	75,000	70,000	90,000	80,000	60,000	45,000	20,000	....	....	3,000
F. A. S. Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	....	....	....
F. A. S. Sap Gum, all 12" wide	.....	.....	.....	.....	16,000	.....	.....	.....	....	....	....
No. 1 Common Sap Gum	....	60,000	25,000	.....	150,000	.....	.....	.....	....	....	....
No. 2 Common Sap Gum	.....	30,000	.....	40,000	.....	.....	15,000	.....	....	....	....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	....	....	....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	60,000	....	....	....
No. 1 Common Cypress	.....	.....	.....	.....	.....	.....	.....	15,000	....	....	....
Log Run Elm	.....	.....	.....	.....	16,000	.....	40,000	30,000	....	....	....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

LOOK OVER THESE SPECIALS

10 Cars 5/4 x 7 and Wider No. 1 Common Maple.
5 Cars 1 x 4" No. 1 Common and Better Maple Strips.
5 Cars 4/4 No. 1 Common and Better Sap Maple.
3 Cars 5/4 No. 1 Common and Better Sap Maple.
3 Cars 4/4 7" to 11" 1sts and 2nds Basswood.
3 Cars 1 x 4" No. 1 Common and Better Basswood Strips.
2 Cars 4/4 x 12" and Wider No. 1 Common and Better Basswood.

HIGH GRADE STOCK

THE STEARNS SALT & LUMBER COMPANY
Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

MEMPHIS

LARGEST HARDWOOD MANUFACTURING CENTER IN THE WORLD

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

CYPRESS

Special Low Prices on These Items:

2 cars 4/4 No. 1 Shop.
2 cars 5/4 No. 1 Shop.
3 cars 5/4 Select.
4 cars 6/4 Select.
1 car 8/4 Select.
1 car 5/4 F A S.
2 cars 6/4 F A S.
1 car 8/4 F A S.

QUICK SHIPMENT from Arkansas City, Ark.

THE HYDE LUMBER CO.

Manufacturers and Exporters

SOUTH BEND INDIANA

OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

KENTUCKY

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. Mills, Magnolia, Standard and 21st Sts.

Low Prices to Move Quick

4 cars 6/4 and 8/4 Common and Better Quart. White Oak, 1 year dry.
7 cars 6/4 and 8/4 Common Ash, 1 year dry.
1 car 10/4 and 12/4 Com. Ash, 1 year dry.
1 car 6/4 Common Quart. Red Oak, 10 months dry.
1 car 4/4 No. 1 Common Red Gum, 10 to 16′, 8 months dry.
1 car 4/4 1 & 2 Red Gum, 14 and 16′, 8 months dry.
2 cars 8/4 1 & 2 Sap Gum, 1 year dry.
2 cars 8/4 No. 1 Com. Sap Gum, 1 year dry.
1 car 8/4 Log Run Beech, 1 year dry.
5 cars 4/4 Factory Common Plain White Oak, 50% 14 & 16′.
2 cars 6/4 1 & 2 Plain Red Oak, 75% 16′.
7 cars 6/4 No. 1 Common Plain Red Oak, 75% 16′.
1 car 5/4 1 & 2 Plain Red Oak, 15″ and wider.
5 cars 4/4 Gum and Elm Crating, 4 to 8″, 8′ long.

Can ship Rough or Dressed or worked any way. Send us your orders for Hardwoods, Cypress and Yellow Pine, Gum and Cottonwood

Falls City Lumber Co.
Incorporated
Keller Building, LOUISVILLE, KY.

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka Oak and Beech **Oak Flooring**

Complete stock of 3/8″ and 13/16″ in all standard widths

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:
DRY—IN FINE CONDITION

4,700 feet 3/4″ 1s-2s Qrtd. White Oak.
15,000 feet 3/4″ No. 1 Com. Qrtd. White Oak.
40,000 feet 4/4″ No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼″ No. 1 Com. Plain White Oak.
45,000 feet 4/4″ No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4″ No. 1 Com. Qrtd. Red Oak Strips, 2″ & up wide.
12,000 feet 6/4″ Hickory, Log Run.
16,000 feet 4/4″ Hickory, Log Run.
20,000 feet 4/4″ Poplar, 1s-2s Quartered.
8,000 feet 4/4″ Poplar, No. 1 Com. Quartered.
13,000 feet 4/4″ Poplar, Com. & Better, 12″ & up x 10′.
50,000 feet 5/4″ Poplar, 1s-2s & No. 1 Com., 7″ to 9″.
12,000 feet 4/4″ Ash, 1s-2s 6″ and up.
12,000 feet 6/4″ Log Run Ash.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

We'll Leave the Decision to You

Lumber markets, like lumbermen, have individualities all their own.

They are wonderful composites, made up of the mingled characteristics of the members of the trade, and reflecting, in a broad way, the spirit which has dominated the transaction of a multitude of relatively small dealings.

It goes without saying that where the lumbermen are the right sort, who do business in a broad-gauge, straightforward manner, and who look on their customers as permanent connections, and not as temporary conveniences, their market has an attractive personality.

For information as to the characteristics of one well-known city, famous alike for hospitality and hardwoods, maidens and mahogany, viands and veneers, address

THE LOUISVILLE HARDWOOD CLUB

NORMAN LUMBER CO.
W. P. BROWN & SONS LUMBER CO.
BOOKER-CECIL CO.
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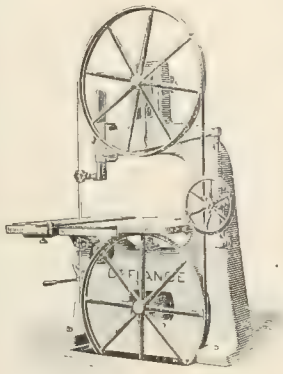
OUR POSITIVE GUARANTEE FOR EFFICIENCY

ACCOMPANIES EVERY

DEFIANCE

WOOD-WORKING MACHINE

THE IMPRINT OF SATISFACTION



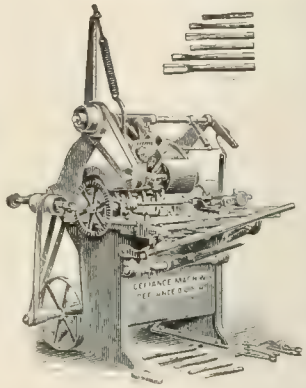
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The problem of economy and service has ceased to be a problem to those who look upon DEFIANCE machines as the practical solvent.

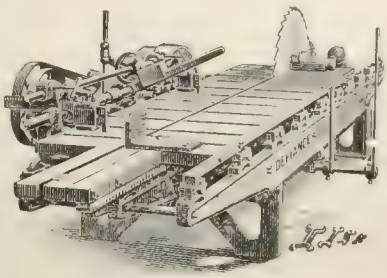
We are supplying our customers daily. There must be some advantage. Let us send you our catalog and prices.

THE DEFIANCE MACHINE WORKS

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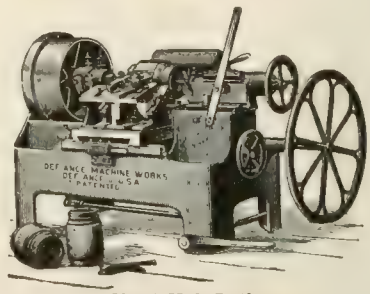
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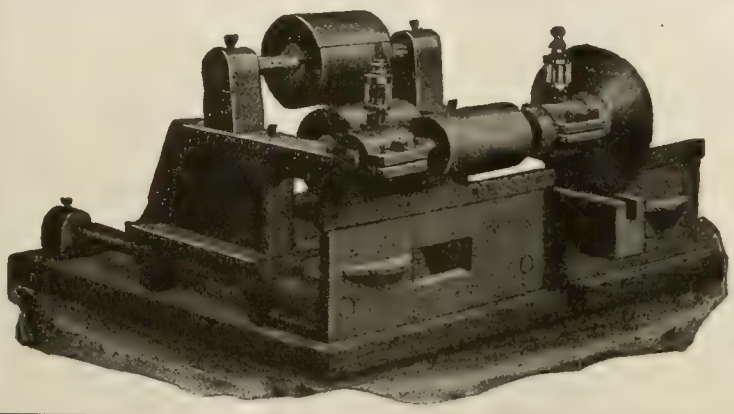
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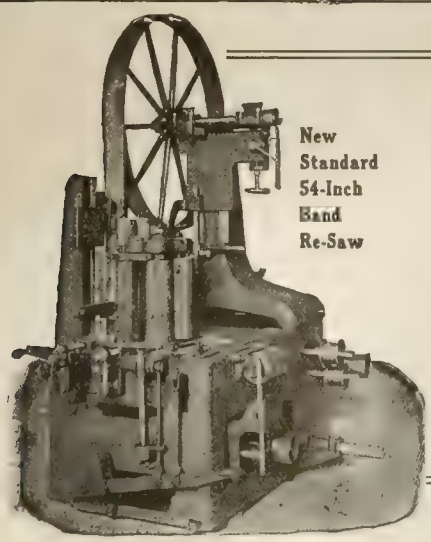
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For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

CADILLAC, MICH.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

The Maley, Thompson & Moffett Co.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

153 M ft. 4/4 1s & 2s Cottonwood, 6" & up—30% 13" & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6" to 12", 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
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HARDWOOD RECORD CHICAGO



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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NEW YO
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Vol. XXXIV CHICAGO, JULY 25, 1912 No. 7

Editorial Comment

General Market Conditions

While the usual seasonable slowness is making itself manifest in certain hardwood centers, it cannot be said that this state is universally evident. In fact the month of July as reported from a number of leading markets has been a banner month. The call for dry stock in a great many cases far exceeds the available supply, and in no instances is any material weakening of prices reported. From the North comes assurance that there is no prospect of hardwood mills catching up with orders for some time to come. Practically everything moving from northern hardwood points is immediately taken care of—in fact, considerable difficulty is met with in getting hold of enough northern stock to meet actual requirements. A feature which has helped to maintain the shortage of dry stock is the general scarcity of labor in the North which has effectively prevented northern manufacturers from running to full capacity. There is reason to believe that this condition will continue and that, combined with the fact that the mills already are far behind in shipments, would make it reasonable to suppose that the shortage will be maintained.

Judging from the active call for flooring stock of maple, beech and birch, the flooring business in these woods is in an unusually good condition. It is stated that all grades of northern flooring except No. 1 birch are in particularly good condition as to sales. Prices are fairly satisfactory.

Continued improvement in manufacturing conditions in the South, brings to the market a slowly increasing amount of southern dry stock, although as yet there is no appreciable lessening in shortage. All southern mill points are reported to be doing an active business, particularly for this time of the year. Shipments are constantly becoming more certain. It is a significant fact that the building trades continue to play a strong part in the demand for hardwood lumber in all centers.

Logs are coming in well and it is expected that a normal supply will be available in the near future.

The furniture trade continues to be behind with inquiries and orders, but furniture buyers are continuing to arrive at the exhibits in goodly numbers, and there is an optimistic feeling prevailing among furniture manufacturers as to sales in the near future when the exhibits are closed. With this stimulus in their business, the demand for hardwood lumber should be considerably increased in the course of the next few weeks.

On the whole the situation is satisfactory with conditions apparently approaching normal again and with increased confidence evident in every line of business.

A Recrudescence

There has been an apparent slacking up in the press agent work looking toward the substitutions of various materials in the place of wood in innumerable instances. Newspaper accounts of railroad wrecks of late seem to have left out in most instances flagrantly biased statements of the advantages of steel car construction. Occasionally there leaks out a rehashing of the old question. One prominent Chicago daily in speaking of a recent serious wreck confines itself to the sane remark that the crushing of cars was undoubtedly prevented by steel under-framing, thus supporting the opinion of HARDWOOD RECORD in former articles. But a pronounced recrudescence of the old epidemic is instanced in an editorial in the July 13 issue of the New York Commercial. The object of this literary effort seems to have been to secure for the railroads more favorable consideration upon the part of the public. It seems that the railroads have gone pretty heavily into the installation of steel cars and in advertising the overwhelming advantages of that type of car construction. The result of this campaign of publicity seems to have been that the public, according to the newspaper accounts, is clamoring for the destruction and absolute elimination of the "old style" wooden cars and for the immediate substitution of the "safe and sane" steel death traps. This "public clamor" has brought a squeal from the railroads, which seriously object to backing up their former assertions that their work was in the interest of humanity, and which complain that any legislation which forces them to totally abandon the wooden cars would amount to confiscation of private property. In championing the cause of the railroads the editorial cites as a parallel case the following:

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"Let us apply this principle of compelling the almost instant adoption of the latest improvements to something else than the railroads. Most of the towns and cities in this country are largely built of wood. This causes an appalling loss of property and life by fire, as compared with European countries where brick and stone are generally used for building houses. Here we have positive proof that wooden houses are a menace to life and property in all thickly settled communities."

It may and it may not be true that what the railroads think is public sentiment would work an injustice to them. The steel car unquestionably has certain advantages, but as emphatically urged in these columns on numerous occasions, the supremacy of the steel car is not in any wise proven. If the railroads have to suffer they can blame their misfortune to a too keen competition for passenger traffic. In their effort to secure the major portion of such traffic for themselves in each instance, they have perhaps been too hasty in taking up the proposition which, while it had advantageous features, was still balancing between success and failure.

The most significant thought in the above quotation is the comparison of fire losses in this country and in European countries, the difference being based on the fact that the prevailing form of construction in the United States is wood, while abroad it is of stone and brick. It is a fact that the fire loss in European countries is far below what it is here, but it is very doubtful if this can be traced directly to the difference in the type of building. In the first place, while residences in Europe may have stone or brick walls, they certainly are not of stone or brick inside, but contain just as much inflammable material as the average American residence. How many fires actually consume the entire structure? Isn't it a fact that in most instances fires are confined within the walls themselves, merely gutting the house? It seems reasonable to suppose that instead of the low fire loss in Europe being attributable to brick and stone construction, other causes come into play which have a far more dominating influence on the question. Conditions in residential sections abroad are far different from here. All these things should be taken into consideration before making the statement that the high fire loss in this country can be traced directly to the fact that most of the residences here are of frame construction.

Labor Troubles in the South

It seems to be impossible for a certain element of the laboring class to realize that it never has nor never will accomplish its aims by the use of violence or illegal methods. All the victories so far won by the working people looking toward better conditions and increased remuneration have come through compromise and after judicial consultations with organized employers on the part of organized labor. It is not to be believed that some of the atrocities perpetrated by so-called laboring men would be sanctioned by the bulk of the laboring class. It has always been a significant fact that the perpetrators of these atrocities were in no wise laborers themselves, but agitators, in most cases without any knowledge of any particular trade, but merely lived upon the real workers by reason of their persuasive qualities.

An element in the ranks of labor which has been a sore spot in this particular has been the Industrial Workers of the World, which group of men is made up of the ordinary element of the working class. In its ranks are found anarchists—the most bitter of the socialists and agitators—trouble-breeders without number. It is this element, unsanctioned by and in direct antagonism to the American Federation of Labor, which has been responsible for most of the grievances and violences which have characterized labor fights against so-called injustices of modern industrial conditions. An example of their method of doing things has been pretty clearly brought out in the agitation in the southern states looking toward the unionizing of sawmill labor.

The culmination of the efforts of the timber workers' brotherhood, which is really the woodsman's and sawmill man's union, was an attempt on the part of some of the most radical of its members to force the employes of the Galloway Lumber Company, of Grabow, La., to join their ranks. Having failed utterly by ordinary means of persuasion to get these workers to join the union, it was decided that "direct action" should be taken to accomplish this end. As a consequence a mob of several hundred of this disturbing element, headed by President Emerson of the Brotherhood of Timber Workers, marched to the plant of the Galloway Lumber Company, armed with rifles and shotguns, and under the guise of making an address, Emerson grossly abused and insulted the non-union men, and as a result of his harangue his followers were brought to a condition of great excitement. In the midst of this scene someone fired a shot, which was the match that started the general conflagration that followed.

A serious pitched battle resulted in which hundreds of shots were fired. After the smoke cleared away it was found that three men were dead and seventeen men injured.

The action of the union men is absolutely unsanctioned by the sane friends of labor and entirely unjustified by circumstances. Emerson and his men were trespassing on property from which they had been duly warned, and it is equally evident that he was inciting his men to violence and riot. As a result of the difficulty state troops were called in to quell the disturbance. A number of arrests have been made and it is firmly believed that with the co-operation of the police authorities the millmen will be able to successfully stamp out this type of violence in the future. Concerted action is looked for and it is not to be doubted that the yellow pine manufacturers will not concede in any way to the course of violence and demands of the so-called union woods laborer.

Concerted action looking toward refusal of employment to union men by the members of the pine association would undoubtedly work serious hardship to the pine manufacturers in the face of present favorable market conditions, but such action would be absolutely necessary to insure them against future trouble from this source.

An Old Friend Gone

A variety of emotions undoubtedly rippled over the lumber fraternity upon receipt of the news of the resignation of Herbert Knox Smith, commissioner of corporations for the United States government. The name of this gentleman has become a sort of by-word in the homes of lumbermen. Personally Mr. Smith has had the advantage of a likeable character detracted from by a mission odious to the men he was in close contact with—or rather the nature of its execution was odious. The story of his long and fruitless search for a lumber trust is too common knowledge to warrant further comment. May this be a step in advance both for him and the long-promised report.

Taking Care of New Citizens

The American people have always been proud of their treatment of the immigrant, and of the fact that the downtrodden from the various countries of Europe and Asia have looked to the United States as a sort of haven of refuge. The immigration system of this country, with the numerous and comprehensive methods of taking care of the immigrant after he arrives, are distinctly meritorious, but it has remained for a South American nation to make the latest move in the direction of kindly and proper treatment of incoming strangers.

The director-general of immigration of Argentina has ordered the printing of passbooks, which will be furnished to all newly arrived immigrants, which are inscribed with the following:

"This passbook is to be returned to the director-general of immigration when its owner, the immigrant of today, may be the employer or land-owner of tomorrow."

The book contains a complete description of the immigrant with ink thumb impressions and other data for identification. It also contains the port of his embarkation and the date of his arrival. Then follows a commendation addressed to the national, provincial and territorial officials asking that the newly arrived immigrant be kindly received and treated. There also is inserted an excerpt from the national constitution showing the form of government; extracts from the immigration laws defining the immigrants' duties

and rights; forms of labor contracts; names of foreign and national banks and of steamship agencies; table for the conversion of foreign money into Argentine currency, and other specific information which will enable the foreigner to quickly grasp the situation in his newly adopted home.

There is no question but that this move will go a long ways toward attracting the attention of the immigrant classes to the southern republic, and while this country still has a host of foreigners coming to its shores every month, it must consider that a percentage of these will each year be diverted to the progressive countries of South America. If we are going to maintain a competent and efficient source of supply of labor, we must look to the means of keeping at least on an equal competitive footing with our southern neighbors.

The Chamber of Commerce

At various times HARDWOOD RECORD has mentioned the newly created National Chamber of Commerce, the result of a conference of representatives of commercial bodies in various parts of the country, called by President Taft. In a general way the objects and the possibilities of this new organization have been outlined but its importance and the momentum which it has already gained are best illustrated in a bulletin recently issued by President Harry A. Wheeler of Chicago, from the President's office. The bulletin goes into details as to the possible benefits to be derived from such a body by the commercial interests as a whole. The two basic principles laid down by the National Commercial Conference for the government of the Chamber of Commerce of the United States are that absolute democracy is assured and that all action shall be only by referendum. The first feature is guaranteed by a provision that no member shall be allowed more than ten delegates and ten votes, regardless of numerical strength. Organizations in states of less than 50,000 shall be given representation at one-half dues, and every member may elect a national councilor without regard to the number of delegates to which it is entitled.

As to the procedure of action, it is maintained that only national questions affecting the commercial life of the country shall be considered. An exhaustive and impartial analysis is provided for every question proposed for action before presenting it to the members of the chamber. The chamber is in no wise committed by the board of directors or any committee for or against any legislative proposition until by referendum an expression of opinion be invited from its members.

An idea of the relative magnitude of the new association can be conveyed by the statement from the bulletin that about 700 delegates representing 392 chambers of commerce, boards of trade and associations were in attendance at the conference. This represents practically every state and territory and in addition delegates from the dependencies of the United States were present. The bulletin reviews further in detail the purposes of the organization, tells of the regulation governing its membership and representation, and of the duties of the national council and board of directors.

The national council is a body made up of one representative elected by each member. National councilors are charged with the responsibility of keeping the Chamber of Commerce informed as to local or trade conditions upon which action by the chamber is desired. At each annual meeting of the general Chamber of Commerce the national councilors for each state will hold a caucus electing the state member of the nominating committee to bring in the various nominations. The national council is but one of the details of the plan, but its importance is manifest.

The scope of the association can be estimated from the enumeration of the various committees. There are committees on membership, membership qualification, domestic commerce, under which come sub-committees on state regulation, statistics and standards, tariff and taxation, industrial workers, industrial education and commercial education; foreign commerce, under which come sub-committees on North American-European trade, Latin-American trade, Oriental trade, statistics and standards, patents, trade-marks and copyrights and consular service. Under the committee on traffic, transportation and communication are grouped sub-committees on railroads, canals and rivers, oceans, telegraph, post-office and telephone. In addition are committees on legislation, currency and banking, immigration, publicity, commercial organization, ways and means and auditing.

This further expression of the workings and organization of the National Chamber of Commerce seems appropriate when the paramount importance and the vast possibilities of such a body are realized. It should not be long before its powerful influence will be felt in all important matters of national commerce.

A Thought for the Week

When the worries and cares of the day fret you, and begin to wear upon you, and you chafe under the friction—be calm. Stop, rest for a moment, and let calmness and peace assert themselves. If you let these irritating outside influences get the better of you, you are confessing your inferiority to them, by permitting them to dominate you. Study the disturbing elements, each by itself, bring all the will-power of your nature to bear upon them, and you will find that they will, one by one, melt into nothingness, like vapors fading before the sun.

—William George Jordan.

Phases of Conservation

A commercial agent of an English railroad recently returned from a visit to the United States having for its object the interesting of lumbermen in a British dock project which will be available to the Pacific coast lumber trade after the completion of the Panama canal. The reason for the visit was that the opening of the canal will undoubtedly furnish a vast outlet for Pacific coast lumber products to foreign countries, and probably will enable Pacific coast manufacturers to practically double their output.

One of the suggestions which seems most pertinent is the fact that by obtaining a reduced rate of transportation a great deal of stuff which now, to all intents and purposes is waste, will be marketable in various consuming centers and will return to the manufacturers a profit over the investment in manufacture and transportation.

One of the most serious and probably the most serious drawback to modern conservation of timber reservations—the feature which absolutely prohibits the utilization of low-grade forest products—is the matter of high freight charges on such products. These charges, as the trade is well aware, amount to the same as freight charges on the highest class of lumber, and have always militated against a close utilization of the products of the modern sawmill. However, with the material reduction in freight which will be effected with the opening of the canal, both through the Panama itself and by reason of competition of canal steamship lines with railroads, there would be ample opportunity to market low-grade product.

The question is one the details of which can not be suggested at this date, but there is every reason to believe that the opening of the canal will not only prove of benefit to Pacific coast manufacturers, but will be of distinct benefit to modern forest conservation.

Another phase of the conservation question which has caused conservationists a considerable amount of worry has been the question of obtaining a system of taxation which will lend itself practically to the conditions under which forest lands must be operated to secure a profit on the investment. This question was taken up in a talk by Prof. F. R. Fairchild, assistant professor of political economy of Yale University, before the fifth annual forest conference at Bretton Woods, N. H. Prof. Fairchild maintains that the general property tax, while at fault in theory and generally unsuited to modern conditions, places timber lands on a particularly unfavorable basis. The statement will be concurred in by everybody concerned in the utilization of stumpage, or who is interested in a long time investment in forest growth. The reason for the truth of the statement is found in the fact that a long period must elapse before the investment in forestry brings an income. During this time, under the present general property tax, the growing timber is taxed over and over again, and the burden of taxes with accumulated interest piles up until it usually takes away a good share of the entire income of the forest. Prof. Fairchild maintains that the European system of forest taxation could not be adapted to conditions in this country but makes it plain that taxation is capable of taking a large part of the yield from an investment in forest growth. The salient feature of any system of forest taxation which would justify itself must be that it would secure reasonable taxation to the forest owner, protect the public revenue and not be an obstacle to the best use of the forest. The method of taxation which has been advanced by foresters on the subject since this question first commanded serious thought is that a simple tax be imposed on the yield when cut. This method should suit any kind of forest management and does not have to be figured on yield tables or "expectation values," and rates of interest, future prices of timber and complicated calculations of any kind are eliminated. In other words, without being any hardship on the owner the tax would yield a larger revenue than is now obtained, and would cease to place a barrier in the way of the best forest management. Through the adoption of such a system forest conservation would be materially advanced.

More of Haywood

For colossal nerve Wm. B. Haywood, president of the Industrial Workers of the World, has the rest of us "backed off the map." This gentleman represents an organization notorious for its agitation among the laboring class working mainly toward the growth of a campaign of passion and crime aimed apparently without any logical reason at employers in general. Mr. Haywood has expressed his intention of writing an article covering in his own way the sawmill situation in the South, and he has pretty clearly made it understood that his method of treatment will be entirely with a viewpoint of stirring up as broad a wave of prejudice against the sawmill operators as possible. He aims to employ his imagination in connection with a general distortion of facts with the idea of giving the public the impression that conditions as they exist in southern sawmill operations are as uncivilized and barbarous as the human mind can conceive. Mr. Haywood's further purpose is to endeavor to get these articles placed in such periodicals as Collier's, Leslie's and Pierson's, and he actually has had the audacity to approach various lumber publications with the hope of securing from them cuts illustrative of lumbering operations in the territory which he claims he will write up. It is needless to say that he has gotten mighty little satisfaction from this source.

The purpose of the article in question is to gain strength for the Industrial Workers of the World in their campaign looking toward unionizing the sawmill and woods operators of the southern states on the basis of the standard of violence and hatred established by this organization of disturbers. So far his efforts have met with decidedly meager success, and it is hoped that this condition will continue to such an extent as to discourage further efforts.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, in a circular to the trade recites Haywood's object and methods and shows wherein the publication of such an article would work a grave injustice to the lumber business. He requests the support of the members in an attempt to prevent its getting before the people. The necessity for such an effort must be conceded by the entire body of the lumber fraternity.

Not According to Facts

A prominent furniture publication in a recent issue refers to an article on the "Decadence of Quartered Oak" as appearing in the last issue of HARDWOOD RECORD. HARDWOOD RECORD wishes to acknowledge credit given to it by the publication in question.

The editorial analyzes the question and then leads up to possible causes, reaching the conclusion that the weakening of quartered oak and the strengthening of mahogany and substitutes and of such other woods as gum and birch has been the result of advertising. In conclusion the editorial states that some lumber manufacturers advertise, or at least have a way of telling what they have to sell and various other points, but they merely make these statements through their trade papers to each other and not to the consuming trade.

HARDWOOD RECORD wishes emphatically to deny the unfounded insinuation that the lumber trade press does not reach the class of trade which buys the goods advertised in its pages. The very fact that there are today a dozen reputable lumber trade papers, all of them in flourishing condition, would successfully refute this assertion. HARDWOOD RECORD does not propose to give an expression of opinion as to the value of furniture journals for advertising lumber to furniture factories, but it seems that this type of publication has been soliciting the business of the lumber manufacturer of late, and it may be that the insinuation in question is prompted by this policy, although the journal does not carry any lumber advertising.

This is not intended to be in any way a "knock" at this furniture publication or furniture journals in general, but is merely a statement of a fact of which every lumberman who has analyzed his lumber trade journals is aware. Lumbermen are essentially business men and the fact that they are so well represented in lumber trade journal advertising columns is pretty conclusive evidence that these journals on the whole reach the people to whom they are selling. Otherwise it would be a very short period before the lumber trade press would go to the wall.

Reduction of National Forests

Sweeping changes have been made by President Taft in the national forests of the West—in Montana, Arizona, Nevada, Utah and California. Changes have been accomplished by modified boundary lines and as a result 275,000 acres were eliminated and 65,000 acres in other sections were added. There was also a transfer of 65,000 acres between two forests. The net result is the reduction of the total area of the national forest to 187,400,000 acres, of which 27,000,000 is in Alaska.

In 1909 the area of the national forests was at its highest point, including 194,000,000 acres. The reason for this was that in getting the land for national forests the work was necessarily done more or less hastily, and considerable areas were purchased which were really not adapted to the national forest scheme. In other cases land which should have been included was left out.

Rolling Stock Busy

Increases in the number of freight cars in use point to continued healthy conditions of trade, and a report of the committee on relations between railroads of the American Railway Association shows there has been a continued decrease in the excess of idle railway equipment of various sorts. From June 20 to July 4 the total car surplus was reduced from 74,464 to 70,731. Another significant feature of the report is that on July 5, 1911, 165,405 cars were idle. Figures for July 4 of this year show there are shortages totaling 6,707 cars; on June 20, 5,746 cars, and on July 5, 1911, 1,887 cars. As compared with last year's figures, the total decrease in surplus aggregates 94,777 cars.

Builders of Lumber History

NUMBER CXIX.

FREDERICK J. KUNY

(See Portrait Supplement)

In the annals of American lumber history the names of quite a number of foreign born men appear prominently as leaders in this—one of America's most important industries. In a great number of instances are found men who came to this country without any previous experience in the lumber business, who have built for themselves reputations which might well be envied by a great many of our native born industrial leaders. Prominent among these is Frederick J. Kuny of the Williamson-Kuny Mill & Lumber Company of Mound City, Ill.

Mr. Kuny was born in Muellheim Baden, Germany, at the foot of the Black Forests, near the River Rhine, and his early life was passed in the regular routine of happy school-boy existence. He came from fairly well-to-do parents, his father being a cooper, farmer and winegrower, and living in a town of some five thousand inhabitants. Mr. Kuny says that one of the predominant characteristics of his parents, as is a trait of a great many of the old Germans, was their thrift, and this trait has certainly been handed down from father to son, as is well illustrated in the success of Mr. Kuny in his various enterprises.

Between the ages of six and nine the subject of this story attended the public schools, going through the various departments, corresponding with the graded schools of this country. The next six years of his school life were spent in what is known in Germany as college or gymnasium, which is really a preparatory high school to the German universities. He also had a touch of military life.

After his graduation from school life Mr. Kuny concluded to enter upon a commercial career, contrary to the wishes of his parents, who wanted him to finally matriculate into one of the universities of Germany and study philology, or in other words, finally become a professor of languages. This, however, was too slow for the young German.

As is the usual course among the well-to-do people in Germany, in the event of a son deciding upon a commercial life, he was first apprenticed to a merchant, and this kind of tuition not suiting him particularly, it was mapped out to send him to France and other European countries to learn the languages, at the same time learning the science of commerce. Mr. Kuny followed this routine at first in a large watch factory and export house in French Switzerland at La Chaux de Ford, in the capacity of volunteer, which would correspond to a business apprenticeship. While in this capacity he absorbed a great deal of business knowledge, as well as picking up a thorough knowledge of the French language. He stayed here four years. On account of his efficiency, the house concluded to send him to England to continue in one of their branches, which change was a further part of the scheme of his education, but Mr. Kuny decided that he would first serve his term in the German army and then make his trip to England. He was located at Munich, Bavaria. After having served his regular course of military life as one year volunteer, (Einjaehrig-Freiwilliger) he changed his plans and instead of going to England, came directly to the United States at the age of twenty-one. His idea was to attain a knowledge of commercial English and at the same time get in touch with the commercial situation in this country, with a view of returning to Germany in the capacity of foreign correspondent for the watch company. Mr. Kuny had an uncle at Decatur, Ill., and went directly to that place. Here he attended, as a first move, the Bryant & Stratton business college.

His first employment was as a general utility man in a soda water manufacturing establishment, which was quickly followed by entering as a clerk in a plumbing and steam fitting supply house at Decatur, Ill. Here it was not long before he had worked up to the position of buyer and assistant manager. He served in this capacity for several years, and then went to St. Louis, engaging with the N. O. Nelson Manufacturing Company as road salesman. In this new place, however, he was started as bill clerk, and eventually attained the position of special employe in charge of introducing in all the branches an automatic cost figuring system. This system he had worked out in the course of two years, when he turned it over complete to his successor. At this period the house sent him to Mound City, Ill. where, in six months, he was asked to take charge of the National Pump Company's plant, a branch of the St. Louis house. This plant manufactured wooden pumps made of poplar, and also did a general lumber business. Thus Mr. Kuny made his first break into the lumber game.

Mr. Kuny remained in this capacity for several years, until the Pump company burned out, and then left its employ to go into the lumber business for himself in Cairo, Ill., in 1901. In 1903 he consolidated with A. W. Williamson in Mound City, Ill., which is within a few miles of Cairo, Ill., on the Ohio river, at which locality these gentlemen have been operating ever since, as the Williamson-Kuny Mill & Lumber Company.

This concern started originally equipped with a circular mill, which, however, was immediately changed to the modern band mill. In the first year of its existence the company cut a general line of hardwood lumber, and at the date of its incorporation owned one thousand acres of stumpage. To this it has added since. The original policy of the company was to manufacture only rough lumber for the general market. It soon became necessary to extend the yards by buying additional property, and in the course of a short time the buildings were extended by adding onto the sawmill, a sorting and grading chains system, with platforms and tables. It was not long, however, before the company decided to go into the veneer manufacturing business as well, and with this in view it added another building in which to saw oak veneers. This building is now equipped with three veneer saws, dry-kiln, and assorting and storing house. The next step in the development of the plant was the erection of a planing mill and warehouse for such stock as finished flooring, siding and finished lumber in gum, poplar and cypress, principally. Before this time a retail department had been installed, and this new building, with added space, was partly utilized to furnish the retail trade, and partly to take care of the wholesale business in this line. Most of the wholesale trade in this production has been in Illinois and Indiana, and the retail business extends to the counties of Pulaski, Alexander and Johnson. The wholesale business in finished mill products was gradually abandoned as not sufficiently profitable. The problem of proper utilization of offal, such as slabs and edgings, came up for discussion, and it was decided to install machinery for the manufacture of this stuff into dimension stock, crating, furniture and refrigerator stock.

As it stands today, the plant of Williamson-Kuny Mill & Lumber Company contains fifty thousand square feet of floor space, under roof, and the plant and yards cover about fifteen acres, on the river front. Of recent years the general business has been departmentized into different branches—wholesale, retail, dimension stock and veneers, all thoroughly audited, to discover leaks and to find out which department makes the comparatively best showing. All of these departments have run without interruption since their organization. In fact, no part of the company's business has ever stopped since its incorporation, for any reason whatsoever.

This company is one of the few concerns in the lumber business which passed through the panic of 1907, and the following precarious months, without any material effect on its sales or profits, or the least effect on its financial status. A full force has been maintained at all times.

Seven years ago a branch office was opened in the Monadnock Block, Chicago, where the Williamson Kuny Mill & Lumber Company is represented by the Hardwood Mills Lumber Company. This latter company has been successful from its inception.

Of late years the Williamson-Kuny Mill & Lumber Company has confined itself largely to the manufacture of oak and ash, which, with a comparatively small amount of miscellaneous southern hardwoods, makes up an annual total of eight million feet of logs, besides timber for the veneer mills. The veneer saws are supplied mainly by rail from Tennessee and Kentucky forests, while the saw timber comes by river barges, largely from along the Mississippi, between Cairo, Ill., and the St. Francis basin.

Returning to Mr. Kuny, personally. He is still an unmarried man, and in his Mound City home is affiliated with various enterprises, both public and private. He is president of the Commercial Club, and is well known as a great booster of Mound City and vicinity. He is a member of the Hoo-Hoo, and the Modern Woodman of America. His partner, A. W. Williamson, is also heavily interested in Mound City affairs, being vice-president of one of the banks, (whose presidency was lately offered him,) and president of the Building and Loan Association, in which both he and Mr. Kuny are interested.

Mr. Kuny's two hobbies and recreation are children and books, of which latter he has quite a library. In his home town he knows probably more children, and more children know him, than any other one citizen. He is interested in them, their education, plays and comforts, and, of course, among them he has special pets, upon whom he expends quite lavishly for their entertainments, comforts, etc., besides teaching them and encouraging them in the habits of saving and thrift.

Every few years Mr. Kuny takes a trip to Europe, where, in his old Black Forest home, his mother is living among a happy family, or rather families, of her children and grand-children, and where Mr. Kuny greatly enjoys himself.

The Williamson-Kuny Mill & Lumber Company started out with a capital of $50,000 in 1903, paid in by two incorporators, Mr. Williamson and Mr. Kuny. This capital stock has never been raised. However, the original stock, with most of the surplus and undivided profits now in the business, show after eight years of business a net aggregate investment of over two hundred thousand dollars, after liberal amounts having been charged off yearly for depreciation.

The officers of the company are: A. W. Williamson, president, T. M. Ford, vice-president, F. J. Kuny, secretary and treasurer.

The policy upon which the remarkable success of this concern has been founded is for one thing, a strict interpretation of inspection rules, and a thorough system in all its departments, where its aim is constantly to increase efficiency and decrease waste. As far as the company has gone, it has put into successful practice the utilization at its highest market value of every part of the log. The company is well known for giving a high grade of stock, and as a consequence, its shipments meet with universal approval. The partners believe in giving a full grade and charging for it, rather than selling for an off price and shading the quality of the stock. The growth of the business certainly indicates the fact that this policy is commercially sound.

Outside of the Chicago representation, the Williamson-Kuny Mill & Lumber Company does not have any representation on the road.

It might be added that the strict policy is pursued as far as possible in buying its log supply, and the company takes up only such stock as it is satisfied will cut into a high grade of lumber.



Dimension Stock Essentials



There are about the same number of essential factors to be considered by the man who would succeed in the dimension stock business as in any other special line of wood-working. To succeed best he should show due regard for all of them. It is not the purpose of this paper to go into details relative to all of these features but there are a few things that may be overlooked because they do not appear to be essentials, and it is hoped to draw the dimension man's attention to such points.

A prime essential in the dimension business is smooth work with the machines to the end that the stock may present the appearance of quality. If the stock is cut roughly, thick in some spots, thin in others, and with corners out of square, it will not appeal to the buyer even though it be cut from the best of timber. This means that the very appearance of the stock through careless manufacture may detract enough from its value to spoil the chances for profit in the business.

It is an undeniable fact that appearance counts for a great deal even in lumber, and the more lumber is cut into special sizes the more opportunities there are to make or marr good appearances. Rip saws should be as carefully filed and set as for doing cabinet work, so that instead of ugly saw marks that must be planed out, there will be a clean surface that a very light cut with a planer will make smooth. Saws kept in excellent condition will do enough more work to pay for the extra pains taken with them.

The band rip saw is a good machine to use in a dimension plant. Usually more pains are taken to keep it in order—it just naturally begets a higher order of mechanical skill—and besides it takes out less in kerf. It might appear that this does not amount to much in ripping up lumber and flitches, but by just a little figuring the dimension man will find that there is as much saving of kerf timber with thin saws in dimension work as there is in sawmilling. He should talk with the band saw people; they will give him the figures and the argument on this point. And then, whether he is using band or circular rip saws, he should see that they cut smoothly. It will pay, and it may mean the turning of the balance for or against success.

Another thing; when an order for dimension stock is received it should be filled exactly according to specifications. While this injunction is being given there comes to mind a pertinent instance. A millman had an order for chair-rung stock of a certain size and length. He cut it to size, but concluded that any multiple of the length would be satisfactory. So some was exact length, some double, some even four lengths. When the purchaser received it he deducted from the invoice so much per thousand for cross-cutting those of multiple lengths, and also some for trimming to exact length part of the stock that was cut single with too much spare length left on the ends for the stock to work in his lathes without equalizing.

The millman put in a complaint but the purchaser said that he would rather have paid the straight invoice and had the stock according to specifications. There is no need to dwell on the fact that it cost that millman more in prestige than was involved in dollars and cents in this one deal. Dimension stock is a different product from lumber, a product in which specifications must be followed carefully in detail if one would succeed in its manufacture. It is a business of details. The dimension manufacturer exists because he will take over and work out details which the user would otherwise have to work out for himself. If he fails to work them out correctly the consumer naturally fails to see why he should continue to buy stock from that particular dimension mill. The man who will make a pronounced success at dimension stock manufacture is he who glories in the working out of details and in seeing that his machines do the finest kind of work, for these are among the important items of the business though they may be overlooked in a general consideration of essential factors.

Milling-in-Transit Hearing

The first day of the hearing of the milling-in transit question before the Interstate Commerce Commission at Louisville on July 17 brought out the fact that general regulation of mill-in-transit privileges is fairly certain. It seems to be a pretty general opinion that it will not be necessary to employ any actual separation of lumber in question to utilize the milling-in-transit arrangement, but that the alterations will come about through clerical operations.

Elliott Lang of R. J. Darnell, Inc., of Memphis, was on the stand the greater part of the morning of the first day. Mr. Lang explained how the Illinois Central had discontinued refunding according to milling-in-transit arrangement with the issuance of I. C. C. No. 1247. It later developed that the railroads used as a basis for this action the fact that lumbermen had not effected any separation of their stock in order to identify the various parts as effected by transit arrangement and those not coming under such arrangement.

It was further developed that Memphis, Paducah, Evansville and Owensboro interests got together in an endeavor to get relief in this particular, but were not successful in their efforts, and it was demonstrated that no identification exists between rates on inbound logs and outbound lumber.

In speaking of the probable result of attempted separation of logs according to their origin, Mr. Lang compared such shipments with shipments of grain, replying to the statement by the examiner that the nature of the shipments is analogous. He made the interesting assertion that one Memphis concern now requires 576 separate pile foundations for its various grades, lengths and thicknesses. He further maintained that it would take double this amount to segregate lumber coming from two different lines, and that this combined with the increased log yard space would necessitate sawmills moving from Memphis.

Mr. Lang further stated that Memphis sawmill men did not believe that they are granted a milling-in-transit privilege on logs. He also maintained that a flat rate and the elimination of transit privilege would successfully solve the problem, and that lumbermen would therefore be relieved of the necessity of practically loaning to the railroads large amounts of money as tied up in claims for rebate. The examiner ruled that this had no bearing on the question.

A discussion of Louisville & Nashville tariff defining regulations on milling-in-transit was then instituted. The witness stated that as far as milling-in-transit privileges are concerned the tariff would be rendered void by the limit of the life of the expense bill, which was six months. It had been claimed that two pounds of log freightage would be offset by one pound of lumber, and the witness showed that actual tests had proved this erroneous. He stated further that the allowance is three to one with a transit period of one year. The regulation contained in this tariff requires a separation of logs and lumber showing origin in transit or in non-transit territories. It was stated this would be impossible and it required daily files with statements and receipts, shipments and cancellations.

The witness claimed that sawmills should be permitted to handle logs in the same manner as they did before the issuance of the order, and that log shipments should be offset by shipments of lumber without reference to the particular type of wood involved in the shipments. The inbound rate which was shown is always the same, and the rate on lumber the same as that on logs. The usual custom of mixed shipments of logs and lumber would render segregation of species a physical impossibility.

Mr. Lang argued forcibly for the Memphis sawmill people for the privilege of a reasonable flat log rate in place of transit privileges, thus enabling shipments to be made without various obstacles in the way.

As a concrete illustration of the need of some such arrangement, he pointed out that the Illinois Central Railroad will not accept foreign cars unless they are loaded for Chicago, which condition would enable the I. C. to get them over its lines and avoid the per diem charges. This means that if a millman had an Illinois Central car on his track he would not be able to use it no matter how badly he might need it, because the road will refuse to issue bill of lading. The consequence of this condition is expensive, circuitous and delayed movements. The trade between Memphis and Kansas City is a graphic illustration of this statement. Forty-eight hours should be sufficient time for this shipment, but in order to secure the legitimate refund on inbound logs on the Illinois Central this railroad demands that the car be taken via Omaha so that it will have the larger proportion of the haul and thus the time consumed is from ten days to two weeks.

The examiner then suggested that there has been small possibility of the adoption of flat rates, as this is a question of railroad policy, although it has been recommended by the Interstate Commerce Commission. With reference to the transit privilege, however, he said it is recognized as necessary in commerce and that the commission in its hearings was endeavoring to institute adequate policing so as to make it within the limits of the law. In reply to a question as to whether or not the rules could be brought within reason, Mr. Lang said emphatically that they would not if they were literally interpreted, because every lumberman filing request for refund under the present conditions would make himself liable to legal action on the grounds of perjury and by reason of accepting the refund. The reason for this according to the witness was because it was absolutely necessary to mix transit and non-transit lumber in the same car, in order to comply with the first essentials of lumber manufacture and marketing.

The examiner then asked if it were true that the manufacturer wished to be permitted to bring in logs from transit or non-transit territory; to manufacture them and reship them indiscriminately without identifying any movements out against any particular inbound shipments. Mr. Lang replied that they were opposed to transit privilege, but that he had not tried to point out any way under which they could operate according to the transit tariff. To the examiner's argument that this point should be heard on a specific complaint, the witness replied that such complaint had been submitted months ago without result.

D. M. Goodwyn, general freight agent of the Louisville & Nashville Railroad, said that his road has planned to make length of transit period uniform in all cases, a limit of one year being the period it was hoped it could adopt. In speaking of the proper ratio of raw material to finished lumber he said that three to one on dry stock and two to one for green products seems equitable.

The next witness was C. E. Cassell of the Weiss & Lesch Manufacturing Company, spoke manufacturer of Memphis. For this line of manufacture mixed cars of oak and hickory are required, and their separation would be impossible, according to the speaker. Mr. Cassell also advocated a flat rate in place of milling-in-transit privileges, and maintained that a one-year period would be too short for his business on account of the necessary dryness of material. A ratio of seven to one as between inbound and outbound freight would be preferable to spoke manufacturers as against the present rate of four to one on billets and five to one on bolts.

It was suggested by Mr. Goodwyn that inasmuch as a change in ratio would affect a change in railroad earnings, a substitution of a flat rate for the milling-in-transit rate would very likely result in a higher rate than the present net.

Again taking the stand, Mr. Lang averred that tests had demonstrated that the actual production of logs in inch stock is in the ratio of one pound to four-and-a-half pounds of log material. In closing he stated that the percentages secured from tables kept in the office on receipts of transit and non-transit stock would meet the requirements of the tariff.

T. E. Sledge, tariff manager of May Brothers of Memphis, was

the last witness in the morning, and testified that to separate transit from non-transit shipments would require twice the room, one-third more labor and far more handling. He said the office separation would not be sufficient, and maintained that mixed car shipments would be seriously affected, because if the millman wanted to move a half car of transit with a half car of non-transit stock, he could not make his sale because of his inability to get his allowance on the half car. Another objection is that some roads would not give due bills on shipments less than five thousand pounds. It was also Mr. Sledge's opinion that a shipper should be given credit for full minimum weight on shipments of less than minimum, as he had to pay for the full amount in freight.

Mr. Cassell again had the stand for a short time at the opening of the afternoon session in order to go into further details as to proper allowance for milling-in-transit based on certain tests of weight.

W. A. McLean of the Wood-Mosaic Company of New Albany, Ind., which concern has a sawmill in Louisville, and is closely affected by milling-in-transit arrangement, devoted most of his testimony to the time limit of the transit laws. Mr. McLean maintained one year is not long enough inasmuch as under certain logging conditions it is difficult for a millman to log his timber, manufacture it, dry it and at the same time take advantage of the transit privilege. The feature which militates again his interests is the fact that he is often compelled to hold logs on the yard.

E. L. Ewing, speaking for the Northern Hemlock and Hardwood Manufacturers' Association and the Northwestern Shook Manufacturers' Association, considered the effect of concentration rates on the market for low-grade material such as goes into box shooks. He stated northern millmen were compelled to market a considerable amount of inferior lumber and that they found shook factories to be the most satisfactory type of consumers for these grades. He spoke of concentration rates, as applied by railroads to this material, going from sawmills to the box shook factories. He stated they are based on re-shipments of the finished product, which goes out under the regular tariff rates to its ultimate destination, but must be shipped over the initial route.

Referring to the possibility of shipping under proposed regulations, the speaker averred that the cheap character of the material would not allow of any policing expense, but stated that the adoption of uniformity in the direction of transit regulation on lumber would put the northern manufacturers on a parity with millmen in other sections.

A. L. Washburn of the Brown-Mitcheson Company, Marinette, Wis., stated that fifty per cent of the box material would be absolute waste if it were not transported to the shook factory under the concentration rate, which is now in use. The nature of the material makes it impossible to do any amount of grading or assorting, and necessitates the shipment and receipt of mixed cars.

Mr. Washburn claimed that in shook material there is a shrinkage of twenty-five to forty per cent in weight, this being due to dressing. There is a further loss of weight of forty per cent on sawmill refuse and eighty per cent on round bolts. According to present concentration rates, re-shipments on regular local rates are possible, there being, however, no refund available. Reports showing volume of receipts and shipments are not necessary. Seventy-five per cent of the shook material utilized in transit comes under the concentration rates, while the remainder is either hauled on wagons or switched from Marinette plants to the shook plant. Only five per cent of the total could be classed as interstate business, the remainder, ninety-five per cent, being shipped from shook factories to Illinois, Indiana, Michigan and Ohio.

In speaking of the ratio of transit and non-transit material, Mr. Washburn said twenty per cent is made up of the latter, and that provisions compelling separation of the two would work a distinct hardship. Necessary records are kept by the railroads themselves who figure that the outbound tonnage would be in proportion to the inbound as about one to four. No arrangements are made to prevent substitution, it being overlooked because of the fact that there is no refund and no opportunity for substitution.

Mr. Ewing again having the stand said that outbound tonnage always takes the full local rate without any refund. He further stated that concession on inbound rates, which is seen in the form of the concentration rate, is merely a plan whereby the carrier delivering the material will get the outbound tonnage. In speaking of the regulation as to the handling of lumber in transit according to milling-in-transit tariff, the speaker said the slightest additional cost of handling would result in an unreasonable hardship on the handlers of shook materials as the margin of profit is already extremely light.

D. L. Goodwillie of Chicago, in speaking of the ruling of the Interstate Commerce Commission as to maintaining the identity of stocks in milling-in-transit shipments, said that his firm had decided to give up the use of the privilege which it had enjoyed on certain shipments, and in which it surrendered the expense bills and received refund on the regular rate. He said that by doing away with transit arrangements, a considerable hardship is revealed on the firm's buying operations. In the event that shipments are received over two or more roads, the milling-in-transit rate would be preferable to the concentration rate. Mr. Goodwillie also testified that the former milling-in-transit arrangement provided for no policing, and that no records were kept as to non-transit or transit territory. He said it would be impossible for his concern to make a physical separation of transit and non-transit material, but believed they might do so on their records.

W. A. Holt of the Holt Lumber Company, Oconto, Wis., followed Mr. Goodwillie. This company's plant, according to the speaker, produces thirty million feet of lumber a year, manufactured from twenty different varieties of timber. The operations are conducted on a regular rate based on reshipment of products over the line bringing in the logs. The concentration rate applied to all lumber handled. The company enjoys no reshipping lumber arrangement. Only between five and ten per cent of the shipments are sent to Wisconsin points, the remainder going to Indiana, Illinois, Ohio, Michigan, Pennsylvania and New York. Mr. Holt agreed that a log rate concession and the requirements as to reshipment constitute a transit privilege. He further stated that the permanence of the transit arrangement is doubtful in his mind, and he anticipated the installation of a flat rate on logs which he said he believed will be higher. When asked how much higher, he stated it would probably be as high as the carrier could get.

In support of Mr. Holt's testimony photographs were exhibited, showing the type of logs manufactured in Wisconsin mills, which demonstrated pretty conclusively that Wisconsin manufacturers cannot operate on a large percentage of high-grade stock, but must necessarily find a market for the low-grade material. Therefore practically all shipments are of a mixed car character and physical separation of such would be absolutely impossible.

In concluding his testimony Mr. Ewing forcibly stated that the combination of the interests he represented are not based entirely on selfish motives, but that they had the interests of conservation very closely at heart. He stated that he hoped he had made it clear that the value of the material used in the shook business is of too low a value to permit of policing that would involve expense.

R. P. Patterson, assistant general freight agent for the Pere Marquette, told in detail of an arrangement in Michigan somewhat similar to the Wisconsin arrangement, whereby that road provides that shipments of the products of logs going out within one year shall be credited with a refund on the log receipts in proportion of four to one. The refund amounts to one cent a hundred on logs. Mr. Patterson said this was merely a transit arrangement, but not based on contemplation of a through rate.

It was the opinion of W. T. Webster of the New York Central that a special policing of tariff is provided by requiring the shipper to present expense bills showing logging receipts, together with a statement of outbound tonnage of lumber in order to secure refunds.

Mr. Patterson then said there are other tariffs providing for certain rates on logs through manufacturing and reshipment, no refund being allowed in these cases and no alternate rate quoted. He further said he believed all these tariffs should be filed with the Interstate Commerce Commission in view of preceding discussions. He said the object of these tariffs was merely to secure a fair treatment for the carrier and very little policing would be required under this arrangement. He suggested as a solution of the question of refund on mixed cars, of transit and non-transit material, that an arbitrary ratio be established which would do away with a vast amount of detail.

W. H. Wolf of the Southern Weighing and Inspection Bureau of Atlanta, showed forms used in southeastern territories for daily reports on lumber coming under transit regulations. Mr. Wolf's testimony concluded the day's hearing.

D. W. Longstreet, freight traffic manager of the Illinois Central, opened the Thursday session by describing in detail operations on the Illinois Central in extending its lines into the timber districts on the Yazoo & Mississippi Valley division. He maintained that considering this expense his road is justly entitled to outbound tonnage at Memphis, which is the result of inbound log tariff. Mr. Longstreet said there is a lumber tonnage of six thousand cars a year. He said this company feared that the adoption of strict regulations as applied to roads for milling-in-transit privileges would cause a strong demand for flat rates, thus putting the business in the hands of competing lines. According to present arrangements under the present milling-in-transit tariffs no reports are required, and the adoption of such reports on the volume of business would be extremely burdensome. Substitution is prevented by inspection of the millman's books by the road agents.

D. M. Goodwyn again testified on Thursday, speaking mainly of regulation to be imposed by the Interstate Commerce Commission for uniform adoption in connection with all lumber transit privileges. As a general rule, one year, according to the speaker, is sufficient for logs to be manufactured and ready for the market. While not believing that users of transit regulation should be required to go to useless expense, the speaker said the principle of the question is of the greatest importance and should be worked out to the best effect. A system of bureau inspection should take the place of inspection by carriers' agents, and, according to the speaker, records of operations of millmen kept in books would be sufficient to give all necessary information on which to base a claim for refund. Flat rates were opposed by the speaker inasmuch as they would make substitution possible. As to the statement formerly discussed by the millmen's representatives that the millman's money is tied up by the situation, he opposed this assertion and said the shipper is not entitled to the benefits unless he complies with all transit conditions.

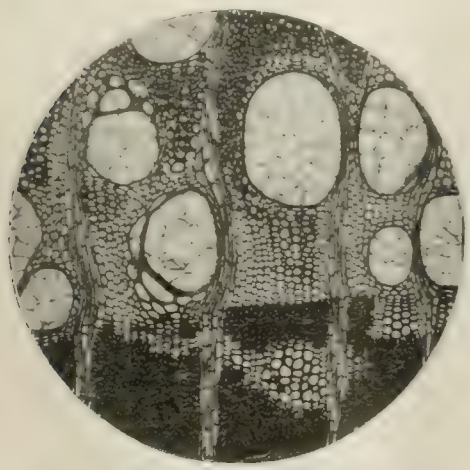
A rigid questioning of W. T. Webster by F. B. James, representing Buffalo lumbermen, brought out the fact that there is considerable discrimination against Buffalo as compared with other New York central points. Buffalo lumbermen have to meet more rigid requirements and are credited fewer privileges than other points. To this Mr. Webster replied that different conditions govern.

Lumbermen from Nashville will be heard at Louisville on July 25 in the matter of their objection to the Louisville & Nashville tariff, putting into effect new features for milling-in-transit. This new tariff has been suspended until August 17 as a result of their protest. It is expected that considerable testimony similar to that covered in the present hearing will be brought out in the next one.

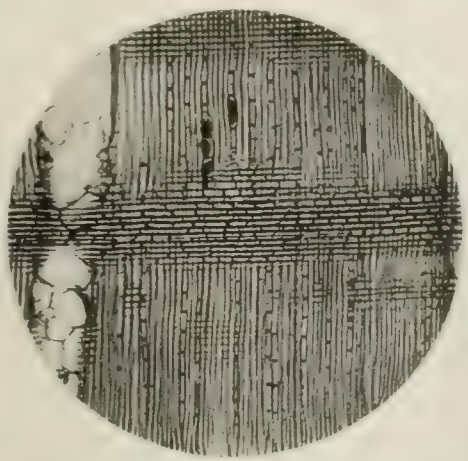
Tyloses in Wood Pores

If one carefully examines the smoothly-cut end of a piece of heart-wood of certain hardwoods, white oak for instance, he will note that the pores are more or less completely filled with a lustrous, froth-like substance. These filling cells are known as tyloses. They are common in the heart-wood of all white oaks, black locust, Osage orange, catalpa, hickory, red mulberry, and numerous others. They are absent mostly in the red or black oaks, one exception being black jack (*Quercus marilandica*), in which they are quite abundant. The sap-wood, especially the outer portions, of these same species will be found to be almost if not entirely free from tyloses, leaving the pores open.

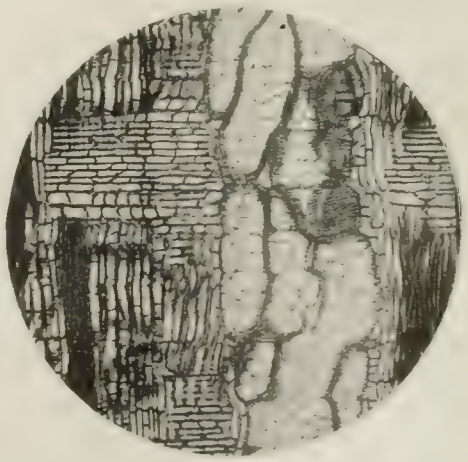
Tyloses play no small part in the behavior of woods in which they occur abundantly. They block the vessels which run tube-like through the stem and reduce very materially the porosity of the wood. To test this take a piece of green red oak heart-wood and note how readily you can blow through quite a long stick; water will pass through in the same way. Now try a similar piece of white oak and note that you cannot force air through it



CROSS SECTION OF BLACK LOCUST, MAGNIFIED FIFTY TIMES, SHOWING LARGE PORES FILLED WITH TYLOSES. THE DARK PATCHES AT THE LOWER EDGE ARE MASSES OF DENSE WOOD FIBERS. THE THINNER WALLED CELLS AROUND AND BETWEEN THE PORES ARE WOOD PARENCHYMA.



RADIAL SECTION OF BLACK WALNUT, MAGNIFIED FIFTY TIMES, SHOWING LARGE WOOD VESSEL FILLED WITH TYLOSES. THE TIERS OF CELLS RUNNING ACROSS THE SECTION ARE RAYS. THE VERTICAL CELLS WITH NUMEROUS CROSS WALLS ARE WOOD PARENCHYMA CELLS. THE OTHERS ARE WOOD FIBERS.



RADIAL SECTION OF OSAGE ORANGE, MAGNIFIED FIFTY DIAMETERS, SHOWING THE TYLOSES IN LARGE VESSELS. ON EACH SIDE OF THE VESSELS ARE SEEN THE WOOD PARENCHYMA CELLS AND CROSSING THEM ARE THE CELLS OF THE RAYS. THE DARK PATCHES ARE THE WOOD FIBERS.

even if you use very short pieces. One need not look further to find why the cooper prefers white oak to red for tight barrels. The tyloses plug up very effectively what otherwise would be holes through which liquids would escape.

Tyloses also make wood harder to treat with preservatives. Seasoning makes wood much more penetrable by slitting the cell walls but tyloses even in seasoned wood retard the entrance of liquids. In like manner seasoning progresses more slowly since the natural outlets for the air and moisture are closed.

What are tyloses and why are they mostly absent from the sap-wood? To understand the answer to this question it is necessary to be fairly familiar with wood structure. The pores one sees on the end of a stick are the cross sections of vessels which run tube-like from root to leaf. They carry the sap in an upward direction. It is only in the sap-wood that they are active and as the sap-wood undergoes change into heart they lose their sap contents and contain only air.

Surrounding or at least in contact with these vessels are cells known as wood parenchyma. They appear lighter in color than the fibers and make up the delicate parallel lines one sees so plainly in the outer portions of the growth rings of hickory and oak. It is their business to store up food over winter and give it up again in the spring when growth begins. This plant food is made in the leaves, comes down in the inner bark, passes into the wood by way of the rays, and what is not needed for immediate growth is stored in the rays or in the wood parenchyma as just stated.

When vessels lose their contents they are practically dead. The surrounding parenchyma cells live a great deal longer and it is very common for them to grow into the empty vessels thereby obtaining more room for food storage. Entrance is gained through the pits which are unthickened places in the walls, and once inside, the bladder-like cells divide and grow until the whole vessel is densely plugged or the food supply runs out making further storage room unnecessary.

It is evident that this cannot happen ordinarily when the vessels are filled up with sap. The pressure of this sap keeps the neighboring cells from breaking in. Consequently the sap-wood and especially the outer portions of it which are most active, has open pores while the heart-wood of the same piece may have every vessel plugged up completely.

It is not fully understood just why tyloses should be formed so abundantly in one wood as in white oak, and less so or not at all in another as red oak. It is possible that the thickness of the vessel walls may have something to do with it in the case of the oaks for in the red oak group the vessels are thicker-walled as a rule than those of the white oak group. This is particularly the case of the small vessels of the late wood, and forms the most dependable of all distinctions in separating woods of the two groups.

Seen under a compound microscope the small pores of any white oak are thin-walled and angular, while on the other hand those of the red, black, and evergreen oaks are thick-walled and circular or nearly so. The presence of abundant tyloses in the white oaks and their absence or scarcity for the most part from the other oaks form a fairly reliable distinguishing feature but should not be relied upon too strongly.

S. J. R.



Tales of the Trade



HATED TO LEAVE

The day after the Fourth, Bob Hasslen, representative of the W. P. Brown & Sons Lumber Company of Louisville, Ky., and Dickson, Tenn., attended the ball game at St. Paul and owing to lack of excitement and close plays, did not find it necessary to rise from his seat.

When the game was over and he made an attempt, he found that the hot weather had fried out the pitch in the bleacher seat and it became necessary to call for the services of a couple of policemen to disengage him and this was only accomplished at the expense of a necessary portion of his new trousers.

Mr. Hasslen states that he wrapped his coat around him until he could reach a "retail" trouser store, where a choice and excellent job of retailing was done.

He further states that his wife has cautioned him to be careful in scratching matches for the next few days to prevent accidental combustion.

UNOSTENTATIOUS CHARLES

During the flood of a few weeks ago Charles Ransom of the Gayosa Lumber Company of Memphis was in Cairo looking after some of the stock at that point. A few weeks later Wick Ransom of the same company was in Cairo and on riding out to his company's yard engaged in conversation with the street car conductor, who mentioned seeing Mr. Agler of Upham & Agler and several other prominent lumbermen, and stated that he had also seen and talked with another man from Memphis. Upon being asked if his name was Ransom, he replied: "Oh, yes; that is the man; he is Upham & Agler's inspector, you know."

"Wick" thought this was a pretty good joke and whenever the Memphis water becomes unfit to quench his thirst he hunts up "Upham & Agler's inspector," who does the honors.

HIT THE WRONG PLACE

"When I was a boy," said John Love of Love, Boyd & Co., of Nashville, Tenn., "I was a holy terror 'throwing rocks,' as they say down South. I remember one time starting out of our yard and seeing a commotion in our cherry tree; it looked like birds after the cherries, though I had my suspicion otherwise, and I immediately put into practice my favorite stunt, putting a good round rock in the center of the tree. This was followed by a terrific commotion and down came old 'Silas,' an old darkey who worked at our house, and for a couple of weeks he carried his arm in a bandage. Of course, I did not know that the stone would hit his arm instead of his head; therefore I did not feel responsible for his injuries, but you know accidents will happen."

THE WRONG CONNECTION

Ted Jones, Minneapolis representative of the G. W. Jones Lumber Company, is said to have had a very novel experience recently in one of the leading hotels which he calls his home. When sleeping soundly at about seven o'clock in the morning he was awakened by a stream of cold water striking him squarely in the face, and according to his report he cleared the footboard at the first jump. Seeing something was wrong with the faucet of the stationary washstand, he attempted to turn the water off, when the whole connection broke loose, immersing him in both hot and cold water. He claims he made a break for the telephone, requesting immediate assistance, and within thirty seconds a man was at his door knocking for admittance.

It seems that the hotel "handy man" happened to be on the floor on which his room is located; otherwise "Ted" is certain that he would have drowned out, and he states that for once in his life he was in the care of a special Providence.

It is a whole lot easier to argue about the difference between oak and oak than it is to unerringly distinguish the different members of the family after they have been cut up ready to serve to the trade.

It is during times like the past six months when the demand exceeds the production of lumber that the average millman is strongest in his belief that the lumber wholesaler and commission man does not earn his share.



Standard or Special Dimensions?



A sawmill man who has made a big reputation for the production of quartered oak lumber has come to a conclusion which will be used in operating his plant hereafter. It is to cut as few sizes of lumber as possible. As a matter of fact he intends to confine the manufacture of oak to inch stock, except for special purposes. That is to say, if he has been shipping steadily to a particular customer 6/4 stock, he will continue to manufacture it for that trade; but will not cut and pile it, in the regular course of business, without having a definite outlet for it.

"I have found by experience," he said recently, "that while I have been cutting a lot of lumber, and have been producing no more than the average number of thicknesses, I have tended to accumulate a lot of odds and ends which I had little opportunity to move. For example, in making up a stock-sheet recently I found that I had half a million feet of plain oak, yet it was so badly split up, according to thicknesses as well as grades and lengths, that I had only a few carloads of any one item ready to ship. I found on analysis of the proposition that I have been tying up a lot of money by cutting a variety of sizes, since I scatter my efforts over too wide a field. Consequently I have determined to make but one kind of lumber hereafter, so that I can clean up my stocks with less difficulty than when the mill is cutting random thicknesses, without any definite policy on this score."

The question of running a mill steadily on inch lumber, for example, against a variety of thicknesses, is an old one, and much has been said on the subject. At the same time, the fact that millmen are arriving at conclusions such as that referred to, after having been hammering away at the proposition for a good many years, seems to indicate that there is still a marked lack of unanimity as to the best plan. There are some well-qualified mill operators who assert that the only safe rule to follow is to produce whatever thickness is required in order to get the best results out of the log, whether this be ½-inch or 3-inch stock. Their point is that the quality of the lumber should not be sacrificed to a policy of the concern as to the thicknesses it wants to handle, and that more will be lost in the mill in endeavoring to meet this arbitrary standard as to thickness, than will be gained at the other end of the operation by convenience in handling.

As a matter of fact, it depends largely upon the size of the mill which is under consideration. A big plant cutting several hundred thousand feet daily, can accumulate enough lumber of all grades and sizes, probably, to make it worth while to produce lumber as the character of the log suggests; in other words, to get all out of the log there is in it, no matter whether this requires cutting one thickness or half a dozen. The yard which is carrying millions of feet of all descriptions is big enough to absorb a well-distributed cut without difficulty.

On the other hand, it is not unusual to find an extremely large mill cutting only one dimension as to thickness, and usually that is inch. The obvious reason is that the operator wants to move his stock quickly, and believes that he can make more by rapid handling than by risking a tie-up of his capital through the manufacture of sizes which are not in general demand, and which cannot be moved as expeditiously as inch and some other stock. However, it can probably be laid down as a fact that the big mill can cut a variety of sizes to better advantage than can the small plant, and that the latter, unless its opportunities for moving its stock are exceptionally good, will usually find it worth while to confine its attention to a few standard thicknesses.

There is a certain advantage in being known as the producer of one thickness of lumber, just as there is in establishing a reputation as "headquarters" for all dimensions of a certain kind. There is one mill which advertises that it constantly has on hand immense stocks of 5/8-inch poplar. There is no doubt that this advertisement has made it likely that when a buyer is in the market for that particular kind of lumber, he will think of the producer whose name is identified with it. As long as production is centered along that line, there is a definite gain in linking up the demand with the mill in this way, although it is conceivable that if it were found advisable to change the policy of the concern and manufacture some other dimension instead of 5/8-inch, it might prove difficult to get away from the old reputation as to producing the latter.

A consideration which applies to everybody in determining upon the thickness to cut is the time required to market thick stock as compared with inch or thinner. A sawmill man of long experience both in manufacturing and selling recently described an experience of his along this line.

"I had an idea that there ought to be a good market for thick red oak," he said, "and I had the mill cut several hundred thousand feet of this material. It occurred to me that I could get a high enough price for it to justify the greater exertion which would be required to move it as compared with thinner stock. However, I realized later on that it would require several months longer for this lumber to dry and get in condition for the market than if I had cut inch stock, and when I figured the interest on the investment for that period I learned that I should have to get a pretty stiff price in order to take care of that feature. By the time the lumber was ready to ship, I had discovered that buyers didn't seem to want the particular dimension I had cut, and that while I could sell my inch red oak without difficulty, the demand for 6/4 and 8/4 seemed to have gone to pieces. To make a long story short, the lumber remained in the yard for fourteen months before I was able to sell it—and the price I got for it was by no means a premium figure, and did not remunerate me for the expense of carrying the stock for that length of time. I have decided to cut inch for the most part hereafter."

This point is one that is worth taking into account when the proposition is being discussed. In the case of quartered oak, for example, 5/4 and 6/4 stock is worth from $2 to $2.50 a thousand more than inch. The question is, does this increase more than make up for the increased handling charges which are necessary on account of the longer period required for drying purposes, and in consideration of the admittedly greater difficulty of marketing? While it can be retorted that there is much more inch stock being manufactured than any other kind and that there are consumers of the other dimensions, especially the extremely thick stock, who are willing to pay good prices for it, the point is that inch is a staple, and can be sold without great difficulty, and that the other sizes are in a way specialties, and cannot be disposed of at a moment's notice.

The technical sawmill man, who is thinking chiefly of the proposition of making as good lumber as the log will produce, may not be willing to accept the dictum that he is to cut a given dimension without regard to the condition of the log on the carriage. He may point out that it is almost criminal to manufacture No. 1 common when by changing the thickness firsts and seconds lumber could be produced. His point is well taken, but the manufacturing of the lumber is but one of the many factors entering into the business, and is not always the controlling one.

And it must be remembered, from a practical standpoint, that it is not always easy to coach sawyers as to the exercise of judgment as to what thickness to cut; and that the production will be kept more nearly up to standard if the man at the saw has but one or two dimensions in mind, and is not trying to figure every minute what thickness should be used to keep the grade of the lumber up to the highest possible point. This may sound like a slip-shod method, but in most cases it is the best one for the sawmill operator to follow.

When lumber is plentiful the consumer gets the benefit of the low prices that result from competition, but that does not keep him from raising a yell when the price goes up again and he has to pay it.

Chronicles of Camp Gibson

ELKMONT, SEVIER CO., TENN., July 15, 1912.

The camp has had the distinction of entertaining some lady visitors. The really important division of the editor's family, and a sister, came up into the mountains and landed at the end of the last logging switch of the Little River Lumber Company a few days ago, housed in a box car, and dressed in funnel shaped skirts. They both insisted that it was a physical impossibility to disembark, or to be disembarked from a box car. Ernest Tipton, the company's engineer in charge of the logging end of the railroad, offered to back up with the log loader and lift them out onto the bluff, but finally by the employment of sundry grub cases and skids the ladies were landed on the trail for camp.

It must be known that the editor's wife has previously been obsessed with the idea that the only legitimate place for a summer outing was along the Atlantic coast between Scituate, Mass., and Atlantic Beach, Va., the front porch of the Marlborough-Blenheim at Atlantic City being preferred. We have had our arguments about this mountain camping game for some years, and while usually she has had her way, it came down to a point where, in spite of her presumable aversion to camp life in the mountains, the lady was advised that in order to keep peace she must come down into the Great Smokies with me, for just a week, even if she came in a net.

Her sister came along to see that no bears attacked her or rattlesnakes bit her. Her sister is one of those lady scouts who is perfectly willing to tackle any old enterprise once, and devotes her time and hubby's money to winter cruises to San Diego, summer tours in Europe, and the rest of the year to automobile trips,—and charity work.



SISTER CROSSING A "RAGING TORRENT."

The advent of the feminine contingent to the tent house showed that it had an inclination to adapt itself to camp life. The hobble skirts disappeared, but cajolery could not coax the ladies into an abandonment of fluffy ruffle caps. While they growled every minute over the little jaunt up to camp, it wasn't twenty-four hours before they were climbing up the rocky gorges of the mountain streams, and chasing into the wildest recesses for ivy and laurel blossoms, the scarlet horsemint, the flox and the other flowers in which the country abounds. They got back to nature mighty quick, and really seemed occasionally to enjoy slipping off a rock into a creek. In short, I have two city-born and city-bred women fully converted to a belief in camp life in the woods, and to a love for the wonderful allurements of the mountains.

We ceremoniously observed the Fourth of July with some ante-bellum-made fire crackers obtained at Knoxville, about one in ten of which would explode, and an American flag raised to the top of a baby poplar pole in front of the tents. In the evening we had really quite a display of rockets and Roman candles, but the balloons failed us entirely. I had entirely forgotten that a four thousand foot altitude was beyond the rising limitations of hot air balloons. So the illuminated, colored bags, bobbed around on the ground in an attempt to sink to lower levels, rather than to rise up to Clingman's Dome. Several friends were with us, and we closed the day by sitting about the big camp fire, out under the sky, where the stars seemed just above the tree-tops, and sang or made an attempt to sing all the patriotic airs that any member of the bunch could remember, and a hybrid collection of the old songs, and a few of the latest comic opera gems. All camp rules were broken that night, and the party did not break up until midnight. Nine o'clock is bed-time in camp, as to fully enjoy this sort of life one has to get up before five o'clock, and have breakfast in the open with the sunrise.

Avery has taken very kindly to the feminine visitors, who, being naturally of a bossing disposition, succeeded in displacing him as czar of the cook-house. Avery is not at all fussy, and has an earnest desire to acquire all the information possible, whether it be about the culinary art or otherwise. Therefore he was easily amenable to feminine domination and instruction. Look on the result: In place of good substantial pork and beans, boiled potatoes, coffee, hot sinkers, frying cakes, cornbeef hash, bacon and eggs, we are deluged with salads with mayonnaise dressing, fancy custards, broiled baby chickens, fancy muffins and a lot of other gastronomic plunder, varying to those with the incomprehensible Gallic names that we read about and fail to understand on the bills of fare at the Reitz-Carleton and other swell grub-houses.

Since the departure of the ladies, Avery has gone back to first principles, and now we have blackberry pie for breakfast, just as Dwight Wiggin, Bill Litchfield, Frank Lawrence, Wendell Weston and Gardner Jones do down in Boston.

In the little stream below the spring we have excavated a fish pond and edged it in with rocks. Here we hold our surplus live brook trout, which the boys catch in the upper creeks and bring back to camp in tin buckets. Such trout as suffer death in the catching process we manage to dispose of, but the live ones we keep in stock.

When the average visitors blow into camp about the first thing on their minds is something to eat, and the first thought in that line that comes to them is brook trout. They immediately want to know about the fishing. They are told that the fishing is very bad this year, and that the crop seems to be practically exhausted. Then Avery is called from the cook tent and asked if he thinks it possible to catch a few fish for the gentlemen's dinner. He shakes his head sadly, but says he will try, and slips out on the trail with a fish pole over his shoulder. It usually takes him about eight minutes to get to the fish pond, grab a dozen trout, and bring them back for inspection. Then there are doings. Every stranger



THE LADIES AT BREAKFAST



GATHERING HORSE MINT BLOSSOMS AT CAMP

in camp is willing to forego his dinner for hours for the sake of grabbing his fishing tackle and getting busy in the creek.



POSING BEFORE A SEVEN-FOOT POPLAR

Maybe you think it is dull down here. Perhaps you think there is nothing doing and that we are all dying for news of the outside world. You were never more mistaken in your life. The wrappers of half the newspapers that reach camp are never broken. There is too much of interest right here in the heart of this forest, to permit one to have very much hunger for news of the doings of the outside world. News! There are more things happening here than on State street in Chicago. Last Sunday there was preaching at the school house over on Fightin' Creek by a "Missionary Baptist" from across the mountain. We didn't go because we didn't hear of the event until Monday. A few days ago a bunch of revenue officers came in and captured a blockade still over on Jake's Creek, destroyed it, carried off the worm, and started out with the two moonshiners. One of them made a break for liberty and escaped, but only after having a hole bored through his leg with a Winchester. He managed somehow to get up to the lumber company's doctor at Camp 11, got his wound patched up, and then hiked over the mountains into North Carolina. He is there yet. Last Sunday one of the boys from Camp 10 came down from Goshen Ridge with a two hundred pound bear, and bear meat was plentiful all along the line of camps for two days. Then we have had a wedding—a really swell affair. Sam Williams, the stalwart and handsome boss of a cutting crew out of Camp 11, wooed and won the handsome fifteen year old belle of the upper Little river, daughter of the camp boss. The bride was dressed all in white and looked mighty pretty. The ceremony was performed by a justice of the peace from over Sugarland way. The wedding trip of the bride and groom consisted of a walk along the



GETTING ACQUAINTED WITH A SILVER-BELL TREE



WIFE AND SISTER ENJOY THE CAMP FIRE



THE LADY VISITORS MAROONED ON AN ISLAND IN THE RIVER

logging railroad, up to the Three Forks, and the bride looked just as happy as though she was starting out for a trip to Europe.

Then the steam skidder got loose the other day and ran away, doing a lot of damage to itself, and running down and killing Bud Lowe's cow. Bud says the cow was the best one in the mountains, and while she could outrun a Shay locomotive, a skidder turned loose on a five per cent grade was a little "too soon" for her. Bud has a new cow, which has the reputation of not only being a good milker, but of being able to jump a ten-rail fence or a railroad fill. Bud has great hopes of her ability to keep clear of logging trains and steam skidders on the move.

News, what do we want of any more news than we have right around us here at Camp Gibson? What Taft is doing, what Teddy intends to do, or what Gov. Wilson may do, doesn't concern us in the least. Down here in Sevier county, Tennessee we're mostly Republicans. Henry Henderson, over on the Pigeon, is about the only dyed-in-the-wool Democrat that we know anything about. We're all on the fence this year on the voting question, and have not made up our minds how we shall cast our ballots. It does seem tough to vote for a Democrat; we haven't done such a thing since the Civil War.

* * *

Oh, I haven't told you about our humming birds. The remarkable industry of this pair of ruby throated little beauties is explained. They have worked as they have in gathering honey from the red horse mint patch in front of camp for days to securing sweets for a quadruple of young. Yesterday they pushed the little fellows out of the nest, guided them over to the flower beds, and placed them under instruction to secure a livelihood. One of the youngsters, innocent in babyhood, sipped the honey from the flowers in the pots on the dining table, but either father or mother explained to him that it was a dangerous proceeding, and since that time he has kept at a reasonably safe distance. The parent birds are still with us, but the youngsters, like humankind, have left the old nest, and gone out into the world to hustle for themselves.

H. H. GIBSON.

Talks from a Wholesaler

Those who work with their "nose to the grindstone" have only a narrow and one-sided view of their own particular business. They can not see our faults as others see them and therefore are not in position to remedy them. The writer is a wholesaler and he therefore has a one-sided view of his own work; no doubt a millman could give him pointers on how to run his business. In this instance, however, the writer will try to show a few of the weak points in the millman's business.

The trend seems toward specialties—one man specializes in advertising, another in a branch of engineering, another in selling, another in specialty-manufacturing, and so on. And so it should be in the different branches of each business. Wholesalers are sales-specialists; they have a source of supply, are not worried with manufacturing conditions and therefore bend their entire energies in sales-methods. On the other hand, the manufacturers of lumber are (or should be) specialists in manufacturing and should devote all their time to that branch of the business, unless they maintain an entirely separate selling organization for that purpose, in charge of a competent sales-specialist. This article is not directed at the latter.

The minute a manufacturer tries to run a mill, with all the worries of logging, sawing, piling, breakdowns, floods, etc., and then attempts to market his lumber to the consumers with the kicks, bad accounts, credits, etc., some branch of his business—and sometimes the entire business—is going to suffer. He can't do these two things and do both of them well. Another thing, his selling costs are much higher and he stands a great chance of getting a lot of long-winded consuming accounts for the reason that he hasn't the time to watch them. Furthermore, the average millman needs ready cash and about two-thirds of the consumers give notes. Millmen, in general, do not have very good banking facilities, and if they do not accommodate their customers they can not (as a general rule) expect to hold their trade.

It is just as bad for a wholesaler to attempt to run a mill and continue to sell his lumber. The wholesaler does not understand the details of manufacturing or lumbering, and has only a very vague notion of mill costs. A recent failure of an eastern wholesale house brought to light some very good figures to illustrate and sustain this statement. As long as it did a strictly wholesale business and knew its costs, etc., it made money. But when it started one or two mill propositions in different sections of the country it lost money steadily. Even if it had succeeded in establishing an equitable basis of mill costs at its first operation, a mill started in another section would reveal an entirely different set of costs. Yet some people figure one operation the same as another, regardless of locations. These mill worries affected the sales organization finally and the company failed for a large amount.

Manufacturers will probably laugh at the statement that they make less money in selling direct to the consumer than by selling to the wholesalers. The manufacturers selling direct to the consumers must maintain a sales-department. This will cost from $6,000 a year up, depending on the volume of business transacted. Besides this there are accounts to be carried, traveling expenses, extra office help and other items. The little extra they get per thousand in selling to consumers is more than eaten up in increased expense. If, however, they sell through wholesalers they put out a stock-sheet and prices once a month, attend to a few letters each day from the wholesalers and their work is practically done—as far as selling goes. Then they can devote their time to the manufacturing end and toward making their products better as well as improving their methods, etc. They have practically no selling worries, get cash for their lumber, and the wholesaler will generally make cash advances if they are hard up. Furthermore, they can sleep nights.

Some millmen will probably get the idea that this article is written to show the wholesaler in the most favorable light. Such is not the case; the writer believes that, generally speaking, the logical trade-channel is manufacturer to wholesaler to consumer, and the reasons are given herein.

There is one way the manufacturer can increase his business with his wholesaler. When he sends out a stock-sheet, room should be left for a description of each item. By description is meant the widths and the average width; per cent of 14′ and 16′; the dryness; f. o. b. price and rate. That saves time otherwise wasted in correspondence getting this information. Furthermore, when the wholesaler's customers ask him for a description he can then give all the information and there is no misrepresentation. Nine times out of ten a deal can be closed when specific facts are given, and the tenth chance is only for the man who says "usual run of stock." This is a mighty good point and already a few progressive millmen are taking the time to get the descriptions because it means more business and a faster movement of the stock. You wouldn't buy a car of logs at a price without knowing all about them, would you?

Mr. Millman, if you don't keep all your lumber moving you're losing money. Right now, down in some corner of your yard, there are some items you haven't had a call for and consequently they have lain there a long time. Every day, in some way or other, they are costing you money, but in the end you will probably close them out at a sacrifice. Yet someone is looking for just these items. Want to clean them up? Just take the time, go and get up a good description—specific description (widths, lengths, dryness, per cent of cutting, price and anything else that is a selling-point)—then send out a letter to each of your customers giving all the information. That's the way to move "slow-sellers." To illustrate an actual case: A

wholesale concern in Cincinnati had the output of a mill in Kentucky and had on hand nearly a half-million feet of 1"x5" poplar bevel-siding. It seems that this particular size is a slow-mover and this accumulation lay around for over a year. Then the concern got up a specific description and put out nearly a thousand letters to wholesalers in the Middle West and also the eastern states. When the returns were all in it found that it had sold the stock almost twice over so that it had to make more of this size. The concern made money on the stock, moved it, and gained some new trade. The same thing can be done with the wholesale trade.

Millmen without a separate and modern sales department can not keep in proper touch with either the specific requirements or the line of credit that should be extended to consumers. A recent failure in the East proved that. Very few local wholesalers were in this failure; those that were sustained but small losses. The large creditors were mill operators in far off places. Had the millmen been closely in touch with this concern and knew its methods and practices they would never have extended it any credit.

The refused car that causes the millman so much trouble probably proves the wholesaler's position better than anything else. The minute a mill has a car turned down the first move is to wire the best wholesaler in that market to take care of it. And the result—the wholesaler has had no interest in the car; so he takes his time, sells the car so as to make a nice profit, and the mill has to stand all the costs, etc. With this experience you would think the millmen had had enough. Probably he would not sell that particular consumer again and might even write him a letter to that effect. But the wholesaler on the ground is selling him all the time, because he knows how to handle him. The consumer has the far-off mill at his mercy if he is a sharp bargainer, but he can't play tricks on the wholesaler, for that gentleman is within too easy reach. The consumer is also aware that the legitimate wholesaler knows lumber pretty well and can not be fooled.

A certain mill decides to make a break from the wholesalers and sell direct, so he puts and ad for salesmen in the classified columns of some lumber paper asking for references, etc. Naturally a salesman would not send any detrimental references—therefore the mill gets a few good ones in the reply. Outside of honesty and integrity, what is received? The vital question is, how does the salesman stand with the trade, and can he sell? Yet a mill will engage a man and wonder why he doesn't get business. Where there is an evil there is generally a remedy, and here's one to fit this case. Get the salesman to tell you exactly what class of trade he calls on and in what states and cities. Then make up a list of that trade and write a letter to the principal concerns saying that Mr. So-and-So has applied to represent the mill in that territory and you understand that he is held in good esteem by the trade; that the idea in writing them was to get their ideas about this man, his ability as a salesman, if he knows what he was talking about, etc. Then enclose a stamped envelope for reply. When the returns come in it would not be hard to judge what sort of a man you are engaging. This method also puts the mill's name before the customers and links the salesman's name with it—not a bad idea, especially if the man is to represent it. If the salesman proves all right, then is the time to call him down to the mill and educate him to the mill's products, grades, etc. Yet how few mills would ever think of this method. When they do there will not be a lot of incompetent salesmen tearing around the country offering stock at ridiculous prices and misrepresenting it.

The writer is judging the foregoing from a legitimate wholesaler's standpoint. Perhaps some millman could equally well pick flaws in the wholesaler's methods. We learn by our mistakes and by an outsider's criticism. Isn't that right? H. E. S.



Woods Used in Measures



Many kinds of wooden measures are in use. Most of them are based on the bushel or some division of it. The peck is one-fourth and the gallon one-eighth. Potatoes, corn, apples, cabbage, turnips, and other products of the orchard, garden, or farm are often bought and sold by the barrel, but it is not customary to speak of barrels as wooden measures. They are containers, and are made for convenience in shipping or storing, and seldom or never for the purpose of measuring.

Few other kinds of woodenware change as much as the measure to conform to customs in different parts of the country. The washboard, the pail, and the chopping bowl are the same everywhere; but not so with measure, though the bushel may be the standard. In some localities the dry gallon is never spoken of; in others the peck is not understood; and in still others the bushel and half-bushel are thought of chiefly as abstract quantities.

The days of the homemade wooden measure are over. The different sizes are now accurately made in shops and factories. The usual sizes are bushel, half-bushel, peck, gallon, half-gallon, and quart. Some are made double, or two measures in one. The upper or larger part may hold a gallon and the lower part, or when the measure is turned bottom up, may hold a half-gallon. Two kinds of measures are in use nearly everywhere, the one made of staves, with a strong bottom; the other of bent wood, a single piece forming the whole vessel, except the bottom. When staves are the material of construction, many woods are available, but pine, either the white or red pine of the North or some one of the yellow pines of the South, is widely used. Chestnut, chestnut oak, white oak, red oak, birch, ash, elm, basswood, yellow poplar, and many more are found satisfactory.

In the making of bent wood measures the list of woods which may be utilized is no less extensive. Thick veneer—that is, about one-eighth of an inch—gives sufficient strength, with supplemental bands or hoops at the top and bottom. By dispensing with all superfluous wood, the measure's weight is greatly reduced. The bottom is made thicker than the sides, a light material, such as white pine or yellow poplar, being preferred. Wooden measures of this kind will stand much more rough usage than vessels of sheet metal of the same weight. Metal batters under the impact of blows and when struck against sharp corners, but wood is elastic and is seldom broken or forced out of shape. The bent sides are of elm, ash, any one of a dozen species of oak, hickory, beech, paper birch, yellow birch, and red gum. Any straight-grained tough wood will answer.

Seives are made in the same way, but the list of woods suitable for their bent sides is not so large. The jarring and oscillating motion which a seive receives when put to the purpose for which it is made, is liable to loose splinters and fragments from the wood. It becomes necessary, therefore, to select a material with even and parallel fibers which will hold firmly together. Hickory is one of the best for this use.

A reputation for furnishing extra good stock is worth a great deal more in trade getting than a reputation for cheapness, and it generally means more profit, too.

It doesn't take much brains or money to get into business, and get out through the bankruptcy court, but it takes both brains and money to stay in and win.

Keeping up with the procession is really but a piker saying—lead it.

As a rule mill accidents are due to carelessness of some kind, and when they are not they may be charged to ignorance.

One of the plain but unpoetic names for greater efficiency is "harder work."

Chicago Lumbermen's Outing

The combination of a beautiful day, an ideal meeting place and an abundance of enthusiasm made the annual outing of the Chicago Lumbermen's Association, which took place on Tuesday, July 17, highly successful. About two hundred individuals representing the local trade, their families and friends, gathered at Ravinia Park, north of Chicago, on the shore of Lake Michigan. The majority of those in attendance made the trip on the Chicago & Northwestern Railway, but many came in their own machines and via the electric line.

The various committees which had been assigned the jobs of working up enthusiasm and entries in the numerous athletic events were eminently successful in their work. Each event brought out a large list of contestants and each offered its share of amusement and excitement.

The feature of the day was the ball game, which is an indispensable factor to any outing of this character. This was played by two teams composed of young or near-young lumbermen chosen by captains who had been either self-appointed or had secured their positions through some undue influence. At any rate, they chose their teams and fought out the battle on the field at Ravinia. The two teams were designated respectively as the "Hickories," and the "Yellow Piners," and after a close and fierce contest, the Hickories finally turned out to be the winners by a score of 5 to 3.

The line up of the two teams was as follows:

Yellow Piners		Hickories
W. D. Kimball	P	I. C. Margroff
J. H. Dion	C	W. L. Margroff
Mr. Ory	1B	E. W. Dierssen
"Bob" Sullivan	2B	E. E. Skeele, Jr.
Fletcher March	SS	W. Dwyer
Robert Thompson	3B	D. S. Fletcher
Will Burns	LF	E. F. Dodge
William Eager	CF	Gus Larson
Glenn Holloway	RF	Al Wallerstein

Official umpire Tom Moore.

Tom Moore, umpire for the day, won the acclaim of the gallery by his masterful work behind the pitcher. His success as a salesman of lumber was accounted for by the qualities he displayed in the capacity of umpire. He demonstrated that he could unflinchingly look a batter in the eye and manufacture strikes from sky-high balls. With such a front he should have no trouble in making year-old stock from lumber right from the saw.

One of the essential qualifications of a successful ball player under ordinary circumstances is speed in getting about on the field, but it is said there is an exception to every rule and the exception to this rule was conspicuously present in the lumbermen's ball game. In fact, most of the sensational and successful plays were put across because of the fact that most of the contestants were so lacking in the usually essential qualities of speed that they were unable to get out of the way of the ball, and necessarily had to stop it. But withal, the game furnished considerable excitement and amusement, and for a contest of this type was very well played.

A feature of the contest was a home run pilfered by W. Dwyer of the winning "Hickory" team on a hot single over short. "Bill" in center field for the "Piners" made a valiant dash in the direction of the ball but was too "Eager" in his play, and it got by him. In attempting to retrieve it, he figured that he would be the center of attraction a little longer if he retained the ball somewhere within his field of duty. So he light heartedly booted it to the woods in left field. By the time he finally had it in his grasp, the batter was across the plate. But Bill made up for this miscue later by stopping a high fly a la Cobb—only he did not hold the ball.

Combined with the regular baseball game was an indoor-outdoor game which was played between pick-up teams of the more sedate members of the association. There were no official titles to the two teams, but the contest was nevertheless bitterly fought. Unlike the real ball game there was absolutely no appeal from the decision of Umpire S. P. C. Hostler. Mr. Hostler's word was law and even in the event that he put down the score of one team to the credit of the other, the fact that he ruled in this way was considered by the contestants as absolutely final. There were eventually two scores in this game, one being 4 to 2, and the other 11 to 2. Mr. Hostler's original method of tallying accounts made it possible for both sides to claim victory.

The shoe-race participated in by a dozen lumbermen offered no little amusement. In this stunt the contestants had to pile their shoes at one end of the twenty-yard course and it was seen to by the officials that the shoes were well mixed. The participants in the race started from one end of the course, the object being to see who could get to the pile of shoes at the other end, find his shoes, get them on and tie them, and get back to the starting point first. One entrant was ruled out because he had the foresight to wear white sneakers, believing that he would be assured the first prize on account of the fact that he would have no trouble in getting hold of his own shoes. The first two winners were respectively, J. H. Dion, W. D. Kimball, and Will Burns and Fletcher Marsh tied for third.

Thirty ladies entered in the ball-throwing contest and demonstrated the fact that there are all kinds of ways of throwing a base ball. Those who threw the proper way were Miss Margaret Wistar, Miss Beatrice Wilcox and Miss Margaret McGlone.

In the peanut race for children each entrant had his or her own particular friend "pulling." Georgiana West was the winner in this game, and the second and third prizes were taken by Helen West and Robert Maisey.

The absence of anyone who could legitimately call himself a "fat man," made the fat men's race a real sprinting contest. In fact, in the absence of ligitimate entrants in the first race, it was decided not to count this contest, and a canvass of the field was made in order to secure enough avoirdupois to make the game of sufficient "weight" to gain official recognition. In the real run N. T. Hand was first and Thomas C. Shaw, second.

There was an evident reluctance on the part of married ladies to perform before their husbands in the married ladies thirty-yard dash, as only six entered the race. Mrs. H. B. Darlington came in first, Mrs. P. S. Fletcher, second and Mrs. W. A. Herbert, third.

In the single ladies race there was a large field, this event being finally taken by Miss Ruth Skeele with Miss Margaret McGlone, second.

A race of small boys was entered by five contestants varying from about two years to seven or eight. Herbert Brink was first, Robert Maisey, second, and John Fountain, third.

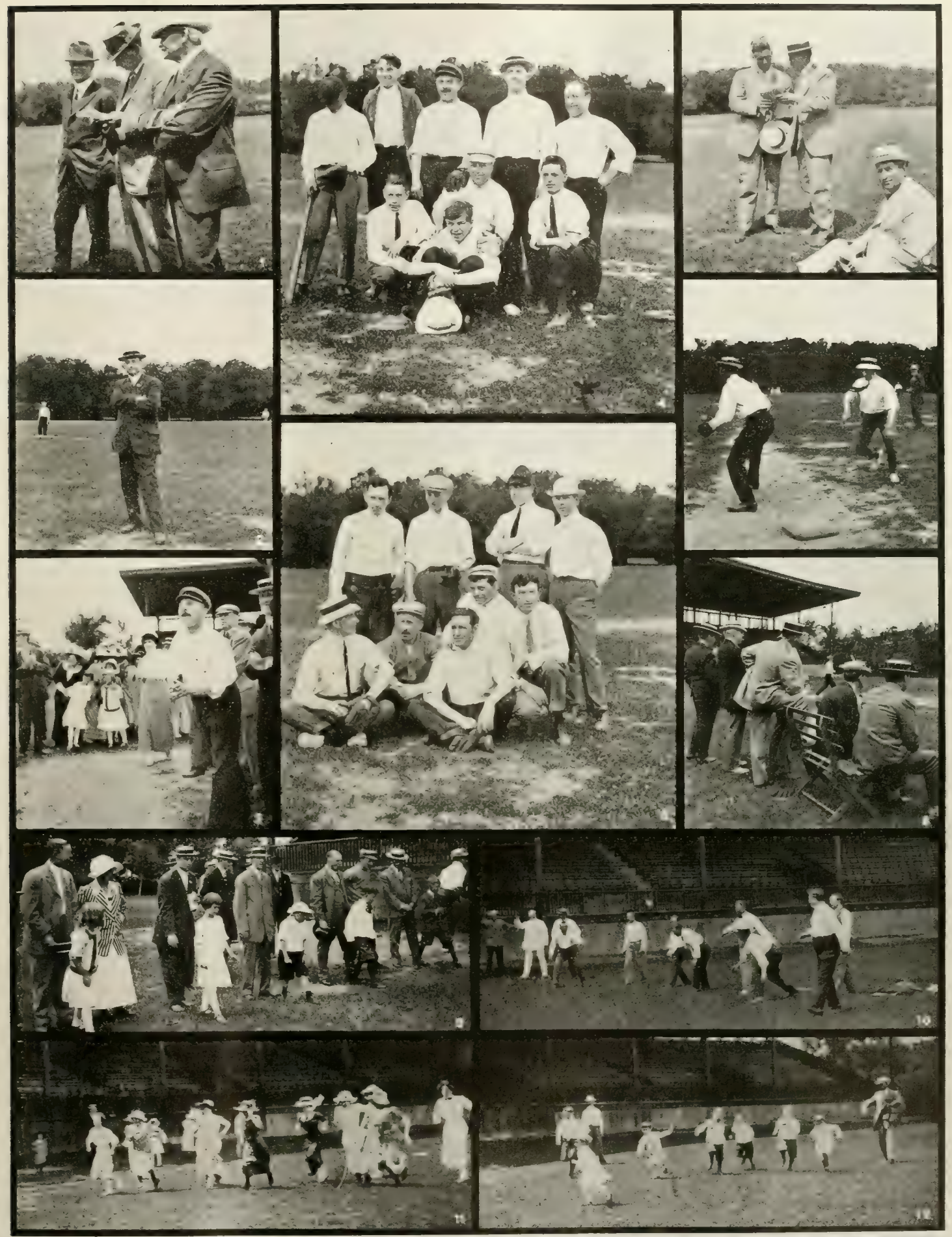
Five teams entered the three-legged race for men. One of the teams came to grief at the very start, but the others ran a close race with Robert Thompson and H. D. Welsh, first winners, while the second went to W. L. Margroff and Fletcher Marsh.

Fletcher Marsh again distinguished himself in the one hundred yard dash by men, by winning this event with ease. E. E. Attley and E. E. Skeele, Jr., were respectively second and third.

After the outdoor contests, the scene of the battle was transferred to the dining room. An endeavor was made on the part of the committee to furnish a little entertainment during the meal, but unfortunately Bill Eager started to sing his famous "Slippery Ellum" song during the soup course. He gave it up as hopeless at the end of the second stanza.

The Theodore Thomas Orchestra offered its usual highclass concert in the afternoon, and the attention of the visitors was divided between this performance and a second game of indoor baseball, which was being played over on the athletic field.

The lumbermen, their families and friends gradually drifted away during the entire afternoon, and by sundown the outing had practically come to an end. The unusual success of the event gives assurance of its being repeated next year.



1—O. O. AGLER AND JIM LANE IN EARNEST CONVERSATION; 2—UMPIRE TOM MOORE ON DUTY; 3—VIEW OF THE LADIES' BALL-THROWING CONTEST; 4—THE WINNING "HICKORIES"; 5—THE DEFEATED "YELLOW PINERS"; 6—F. L. BROWN, J. H. DION AND PAUL SCHMECHEL; 7—GLENN HOLLOWAY SAFE AT FIRST; 8—THE GALLERY; 9—THE PEANUT RACE; 10—FAT MEN'S RACE; 11—SINGLE LADIES' RACE; 12—CHILDREN'S RACE.

Hoo-Hoo Annual

After a session of three days of combined business and pleasure, the twenty-first annual convention of the International Concatenated Order of Hoo-Hoo came to a close on July 20. Officers were elected at the final session on Saturday and St. Louis was chosen as a meeting place for next year's convention. The officers elected are as follows:

SUPREME SNARK OF THE UNIVERSE—F. W. Trower, San Francisco.
SENIOR HOO-HOO—J. M. English, Asheville, N. C.
JUNIOR HOO-HOO—E. D. Tennent, Vancouver, B. C.
BOJUM—John Oxenford, Indianapolis, Ind.
JABBERWOCK—J. T. Wilder, Epps, Miss.
CUSTOCATIAN—L. R. Fifer, Seattle, Wash.
ARCANOPER—J. B. Baker, Hodge, La.
GURDEN—George J. Michaelson, Rochester, N. Y.
SCRIVENOTER—W. M. Stephenson, St. Paul, Minn.

It was decided to move the headquarters of the order from Nashville, Tenn., to St. Louis, Mo., at which city also the new scrivenoter will make his home.

At the final meeting, on Saturday, it was also decided to abolish the office of supreme representative, and the question of building a permanent home in St. Louis was also discussed. This matter was not fully decided upon, although the resolution providing for such a building was indorsed by the meeting.

The meetings of the Osirian Cloister, composed of members and former members of the Supreme Nine, were of especial interest. It held two sessions and at the first, sixteen new members were initiated.

The first arrivals at the convention appeared Wednesday afternoon, and by Thursday hundreds of them were on the street. The city had been beautifully decorated, and in every show window the visitors were greeted with the Black Cat and a welcome sign.

The meeting was called to order on Thursday morning by E. Stringer Boggess of Clarksburg, W. Va., supreme snark of the universe. Following the invocation, addresses of welcome were delivered on behalf of the city and of the local Hoo-Hoo. Snark Boggess, F. W. Trower of San Francisco, and others responded.



W. M. STEPHENSON, ST. PAUL, MINN., SCRIVENOTER.

Following the open meeting the order went into executive session. A number of reports were made, and several changes effected in the constitution and by-laws. Preparations were also made for the annual concatenation which was held Thursday night. The reports showed the order in excellent condition with a large increase in membership during the year.

Scrivenoter Baird, in his report, showed that from the time of the last annual report to the close of business on July 15, receipts had totaled $22,580.16. Disbursements during that period were $22,020.39, leaving a balance on hand of $559.77. In addition to this the order has $400 unexpended in the hands of the supreme representative. The report showed that during the year there were seventy concatenations in which a total of 903 initiates were taken into the order. A summary of the year's work as done by the vicegerents, showing the number of concatenations and of new members of the three classes, and also showing the state and district, was given. Vicegerent Fred S. Palmer of the northern district of California, is credited for the largest concatenation, the largest number of concatenations and the greatest number of initiates at any one concatenation. In his district there were four concatenations with a total of 98 initiates.

The record of work done for the nine jurisdictions into which the vicegerency is divided was shown, giving the jurisdiction, the name of the snark and his territory. The number of concatenations in each and the number of initiates were also shown.

In all there were 246 resignations tendered and accepted during the year.

The report further stated there were only ten concatenations held up to January 10 this year. Even at this the full Hoo-Hoo year, ending September 9 next, will probably show a record in concatenations better than last year or the year before.

The scrivenoter reported that with few exceptions the order is in good condition in all parts of the field. He commented further on the good work accomplished on the Pacific coast in Washington, Oregon and California, also British Columbia. He gave F. W. Trower of San Francisco, the principal credit for this growth. The scrivenoter also spoke favorably of the work done in the southern and Atlantic coast states.

The scrivenoter concluded with a brief summary of his past connection with the order, he having been in the office for the past sixteen years. He further expressed his purpose of continuing in the active service of the order.

A summary of the status of the death emergency fund was submitted and showed that the total amount of all subscriptions on the three calls issued was $18,315.19. From this were deducted expenditures totaling $15,638.61 which included expenses of issuing calls, bulletins, etc., and the payment of fifty-five claims, which left a balance on hand to add to the proceeds from the fourth call of $2,976.59. To this is added, as collected on the fourth call, up to the close of business on July 16, $14,226.50, making a total on hand at that date of $17,203.08.

The afternoon of Thursday was devoted to pleasure, the visitors being taken on board special trolley cars to the end of the Charlotte street line, where automobiles were waiting to convey them to Overlook park in the beautiful Sunset mountains where refreshments were served.

The annual concatenation, conceded to be the leading event of the convention, took place in the ballroom of the Battery Park hotel, headquarters of the meeting. Thirty kittens were successfully initiated. Snark E. S. Boggess, Senior Hoo-Hoo J. F. Judd, and Junior Hoo-Hoo H. B. Darlington presided. They were assisted by E. C. Gordon, J. C. McGrath, G. M. Murray, A. B. Cone, Alfred Ruddy, John Rutherford and H. Rothe.

The session on the roof and a Dutch supper were held at twelve o'clock and were greatly enjoyed. An excellent menu had been prepared, and a number of speeches were delivered. Judge H. B. Stephens acted as toastmaster and toasts were responded to by J. M. Baird, J. M. English, Frank Chapman, W. A. Hadley, F. W. Trower, T. L. O'Donnell and E. D. Tennent.

Friday morning's business session brought out merely routine business. The special feature of the day was the meeting of the Osirian Cloister which took place at 9:09 o'clock Friday night. At this time reports of the various officers were read, and officers for the ensuing year were elected as follows:

High priest of Esiris—W. A. Hadley, Chatham, Ont., Can.; high priest of Ptah—Albert Cone, Chicago, Ill.; high priest of Ra—Dan Richardson, Dover, N. C.; high priest of Isis—R. A. Hiscox, San Francisco, Cal.; high priest of Shu—F. L. Johnson, Jr., Chicago, Ill.; high priest of Thoth—W. M. Stephenson, St. Paul, Minn.; high priest of Hathor—John Oxenford, Indianapolis, Ind.; high priest of Aed—J. C. McGrath, Little Rock, Ark.; high priest of Anubis—J. F. Judd, St. Louis, Mo.

On the afternoon of Friday the visitors were given a trolley ride to various points of interest in and about the city. In the afternoon the ladies were tendered a reception at the Swannanoa-Berkley hotel. In the evening the members were the guests of the

Langren hotel at a musical on the roof garden and a ball in the big ballroom, which lasted until the early morning hours.

Saturday's session was probably the most important of the convention as the officers were elected and the next place of meeting decided upon and various other matters taken up. The contest for the next meeting place was between St. Louis and San Francisco, and the former won by a close vote. At this meeting it was also decided that the headquarters should be shifted to a more central location at St. Louis on account of the resignation of the former scrivenoter. On retiring Mr. Baird was presented with a watch and chain with the insignia of the order engraved on the inside of the case. He responded with a speech of thanks and a short review of the work of the order.

After the election of officers, a resolution of thanks to the city of Asheville was adopted, which resolution included citizens, hotels and local members of the order. The afternoon was devoted to a drive over the Biltmore estate and a buffet luncheon at the Asheville Club. In the evening the visitors were tendered a ball at the Battery Park hotel.

While a great many of the members left for their homes on Sunday morning, many others planned to stay a week or more to take in the various scenic features surrounding Asheville.

During the time the members of the Hoo-Hoo were in Asheville, they were royally entertained, many social features having been arranged in their honor. Automobile rides, balls, receptions, suppers and many other features were provided by the local Hoo-Hoo, which contingent deserved unusual commendation for the excellent arrangement and execution of its plans. The automobile ride to Sunset mountains on one of the very few exclusive automobile roads of the country was particularly delightful. This road is about five miles in length, and at the summit a beautiful view of Asheville is obtained. From there many of the famous mountains and points of interest in "the Land of the Sky" can be viewed. Members of the ladies' entertainment committee arranged for an informal buffet luncheon to be served in the pavilion of Overlook Park, which luncheon was particularly delightful.

The Asheville Power & Light Company acted as hosts on Friday morning when the ladies enjoyed their trolley ride through the city. Manager Frank Loughran of the Swannanoa-Berkley hotel, is particularly to be congratulated upon his excellent entertainment.

Carriage rides through the Biltmore estate on Friday gave many opportunities for observation. The delegates with the ladies of the party were driven through the entire estate surrounding the beautiful mansion of George W. Vanderbilt, probably the finest residence in America, which is surrounded by a remarkable estate. The drive included many well paved roads which traverse the estate, also a stop at the dairy where light refreshments were served. The estate as a rule is not open to visitors on Friday, but members of the local committee made arrangements with the manager to have the gates open on that date for the Hoo-Hoo and their friends.

The informal reception to the visitors at the Asheville Club on Saturday afternoon was particularly enjoyed. The Black Cat had been used in the decorative scheme in the club house, and there were on hand a plentiful contingent of local representatives who acted as hosts. The privileges of the club were extended to the visitors during their stay.

Transmutation of Woods

The engrossing problem of the alchemist of ancient days was the transmutation of the baser metals into gold. What they failed to do with metals is an everyday occurrence with wood. The sawmill operator today is a most successful alchemist, changing the little-known and inferior species of wood into well-known and valuable kinds. A visit to almost any sawmill will reveal many woods going into the mill as one species and coming out as another; the number that come out is always less than the number that go in.

One of the most common examples is oak. There are about thirty-five different species of oak which reach commercial size in the United States, and in some parts of the country as many as a dozen may be found on one logging operation. Usually it is not difficult to recognize all of the different kinds in the forest or to separate most of the logs at the mill. When passed through the mill, however, burr oak, post oak, chestnut oak, cow oak, chinquapin oak, overcup oak, swamp white oak, and the true white oak are all "white oak"; yellow oak, Texan oak, willow oak, water oak, shingle oak, pin oak, scarlet oak, black jack, and the true red oak all emerge as "red oak." Sometimes the distinctions are even less and only "oak" results. Thus if you buy an article made of oak, it may be made out of any one or more of thirty-five different species, no two of which are exactly alike in their properties. If you specify white oak you may get any of a dozen different woods intermingled according to the location of the mill. However, so long as no red oak is included, it will probably serve your purpose quite as well as the genuine article.

The same is true of the hickories. Pignut, bitternut, pecan, shagbark, shellbark, mockernut, and water hickory may preserve their individuality as far as the mill, but no further. After that they are merely "hickory," and the color of the wood becomes of much greater importance in grading than does the species. Users of hickory have a prejudice against the red heart-wood, but experiments and tests of an exhaustive character have failed to show any good reason for such discrimination.

Ash is another name that is quite comprehensive. White ash, blue ash, red ash, green ash, and pumpkin ash lose their identity after contact with the saw and are thenceforth "ash" or possibly "white ash." One might infer from the names that a pile of mixed ash would exhibit all the colors of the rainbow but the fact is that the several woods look very much alike. Black ash, however, is generally distinguished and separated from the others because of its darker color and greater porosity and lightness. In the South a pile of "ash" lumber may contain some hackberry, sugarberry, and even sassafras.

There are several species of elm of commercial size but as a rule only one or at most two are recognized in the lumber. White elm, slippery elm, winged elm, red elm, and cedar elm, all become common elm when sawed. The hickory or rock elm, because of its greater density, strength, and general superiority, is more apt to retain its identity after manufacture.

Basswood and buckeye go to the mill together but come out as basswood alone. Tupelo and black gum are readily distinguishable as trees but black gum almost invariably becomes tupelo when sawed into lumber. Cucumber-tree blends into yellow poplar under the magic spell of the saw. There are several soft maples in the forest but there is only one when manufactured. The list might be extended almost indefinitely, since what has been said of the hardwoods applies to the softwoods or conifers as well.

There are several reasons why these methods are in vogue. One is that it is not always easy to distinguish the different species after their manufacture into lumber, and since no harm can be done and the buyer does not object, it is easier and cheaper to lump several woods together under one name than to carry each separately. The lumber trade is very conservative when it comes to using new or little-known woods, so the producer resorts to various expedients to work off such products. There was a time when only the choice trees of the forest were taken, but now nearly everything of merchantable size is utilized. The trade has not kept pace with the changed conditions and the producer dis-

poses of, under an old established name, stock which under its own would be long in finding a market.

There are excellent timber trees in the West which have suffered severely in popularity because of poor relatives in the East. The western hemlock produces good lumber, but for a long time the lumberman let it rot in the woods because everyone had a prejudice against hemlock. Even now it does not find the favor it deserves. Another example is the western form of the tamarack. This splendid tree, full brother to the eastern tamarack, was hardly worth cutting as tamarack but under the name western larch (which is correct) it has met with success. Many of the early settlers of the West were easterners to whom the name "tamarack" called up visions of a small, twisted-grained tree, difficult to work and prone to warp. The new name, as was intended, aroused no such prejudice.

White pine, which for a long time was so abundant in the north woods and lake states, was without superior as an all-round timber tree. It is not surprising that producers avail themselves of every opportunity to trade upon the reputation of that name. In consequence one finds a number of woods sold as white pine which are not white pine at all. Sugar pine of the Pacific coast has tried hard to fill the bill but though of the white pine group and an excellent timber, it is not a perfect substitute. Instances are not lacking where it is shipped to the lake states and there mixed with true white pine and re-shipped as the genuine article. The sap-wood of old, slow-growing western yellow pine is occasionally being marketed as white pine.

If to the millman's transmutations are added those of the manufacturer and artisan, the list would be a long one indeed. For instance, there is the transformation of red gum into "Circassian walnut" furniture seen in the finest show windows. There is much truth in the statement regarding many furniture factories that "only red gum lumber goes in and nothing but white oak furniture comes out." Red gum lumber does not bear even superficial resemblance to oak, but this is overcome by running the material through a printing press and printing the pattern of oak grain upon it. In England furniture makers use considerable of our red gum and call it "satin walnut," though it is no more related to walnut than to oak, a very remote kinship.

It is when working with mahogany that the wood alchemist is at his best, for mahogany is to woods what gold is to metals. The world's output of genuine mahogany is less than eighteen million feet per year, while the consumption exceeds forty millions. Truly, as a lumber journal remarks, "Manufacturers of mahogany certainly have their consciences under superb control." All sorts of cheap woods are put on the market as mahogany and when properly stained even the expert must be on his guard to detect them. Over twenty mahogany-like woods are now offered as true mahogany, not to mention a considerable number cunningly stained to imitate that wood. Much of the imitation mahogany furniture manufactured in this country is of black or cherry birch which readily takes the proper stain. Often a table top is of real mahogany and the rest of the table of birch. In fairness to the dealers it should be said that as a rule such evident imitations are sold as such.

The result of such trade customs is confusing and the buyer finds it more and more difficult to know if he gets what he pays for. So long as he does not know the difference he may derive as much satisfaction from an imitation or substitute article as from the genuine, but the discovery that he has been deceived is ground for just complaint. It has been suggested that as the pure food law forbids the adulteration of foods and the misnaming of same, a similar law should be enacted to forbid the misnaming of lumber products in order to sell them to people who are deceived. But for the present at least the principle of *caveat emptor* (let the buyer beware) seems to apply. S. J. R.



Merchandising Ideas



"A satisfied customer is the best possible advertisement."

This remark originated in the dry goods business, and inasmuch as most aphorisms of the sort are attributed to the late Marshall Field, it may be just as well to assign it to him. At all events, it is a merchandising idea which has gained strength with the years, and the people who are dealing with the general public instead of with selected classes of consumers have found that it pays to do a lot of things in order to get their patrons into the frame of mind described by the term "satisfied."

Lumbermen are wont to remark that their business is "different," and in a great many respects it is unique and unlike other trades. At the same time, however, human nature is at the basis of most of their transactions, and since human nature is a universal condition upon which selling is predicated, it would seem likely that lumbermen, like dry goods merchants, could consider that factor to advantage in deciding upon a plan of action. Satisfying one's customer takes human nature into consideration, since it looks not merely to the delivery of the commodity, but to surrounding the business with as much that is pleasant and as little that is disagreeable as possible.

One reason why satisfaction of the customer is a good asset is that the customer is very likely to return for more goods of that and other kinds, if his experience has been of that description. Not only does the pleased patron communicate his views to other possible patrons, but he himself is a permanent asset of the house contributing to the factor known as good will, which is valuable only to the degree that customers have made it, by indicating that they are permanently connected with the house in the capacity of buyers.

Looking at the lumber business from this standpoint, how much of the business of the average lumberman consists of "repeat orders?" How much more effort is required to get an order from an entirely new customer than from an old one? How many buyers of lumber place their orders with you as a matter of course, knowing that they will get their stock at the current market price, and get full value, instead of getting as many quotations as possible and scrutinizing all possible information, in order to avoid being "stung?"

If it takes relatively a large amount of effort to secure second, third and succeeding orders, so that the selling expense attached to them is just as great, for all practicable purposes, as connected with the initial sale, would it not be worth while to spend some of the money which now goes to get the orders, for the purpose of satisfying the customer with his purchases? If such a plan were used, and satisfaction secured, it stands to reason that it would be less difficult to sell a particular customer again and again, and to make him a regular purchaser, so that the selling expense incurred in handling the business would be constantly decreased.

It may sound absurd to suggest that the lumberman go out of his way to create a service that will reduce the profit on any given shipment, yet it seems reasonable to believe that such a course would result in building up permanent patronage, the kind that makes for substantial profits which can be realized next year as well as this.

"The lumber business is too much of a single order proposition," asserted an officer of a well-known hardwood concern, who goes out on the road himself occasionally, and therefore knows what the troubles of the salesman are. "We spend a lot of money getting an order, and then we see how much of it we can get back right away by giving the customer as little as the law allows. In other words, instead of trying to make that lumber



FREDERICK J. KUNY
MOUND CITY ILL

just as good as possible for the money, for the purpose of pleasing the customer and leading him to look to us for his permanent supplies, we attempt to secure just as big a profit as we can. Usually that means a kick of some sort, and the salesman is called out to settle it. Unless he is a graduate of the diplomatic service, he doesn't succeed in strengthening his position with the buyer, and the next time he tries to sell lumber there he has as much trouble as he had the first time.

"I am not taking the ground that the man who insists on paying No. 1 common prices and getting firsts and seconds quality should be yielded to. Everybody knows that in this world you get just about what you pay for. But there are a lot of things connected with the transaction of the ordinary run of business which could be improved upon at comparatively little expense, with the result that the customer would get something like real service, and would be more nearly satisfied than he is now. That would make for repeat orders, and would simplify the problems of the man on the road."

One of the principal criticisms made of lumber concerns by consumers is that often the age of stock shipped cannot be determined from the statement of the salesman. In other words, if the consumer required, for his business, stock that has been air-dried at least six months, everybody who comes in to sell lumber is willing to affirm, assert, declare, asseverate or even, in extreme cases, to swear that the stock to be shipped by his company will be at least six months old. If the consumer kiln-dries it on that basis, he is likely to have trouble.

Then, again, if a shipment of dry stock is being made and the lumberman finds that he has an insufficient quantity of material of that age, the tendency is to take green stock and mix it in with the remainder in order to fill the car. It would be more sensible and also more considerate of the user to tell the latter frankly that it was necessary to use this method of filling the order, so that the green lumber could either be laid out when the shipment is received, or special pains taken in drying it to get the proper results. Obviously green lumber that is shoved into a kiln with fairly dry stock, is not going to come through the operation in good shape, and some warning of this kind should be given the user, in all fairness. He would appreciate it, and would remember it the next time he ordered.

Then there is the little matter of shipping dates. A great many buyers of hardwoods and other lumber have become so convinced that it is a settled policy of lumbermen to ship orders ahead of the date set by the consumer that they refuse to place business until the stock is actually needed. When an order is on the books, no matter when the buyer asked that it be shipped, there is always a temptation to let it go, and of course the superintendent makes mistakes and ships stock ahead of the proper time. But the superintendent has been blamed so often by lumbermen who shipped cars ahead of the proper time that buyers have begun to regard him as a personage provided for the special purpose of laying the blame on. A little point like the observance of shipping dates would be in line with the general plan of pleasing the customer, and would help to get the next order without much expense on the part of the lumberman.

The remark made by Commodore Vanderbilt about the public is referred to occasionally as being a fine example of an obsolete spirit in business. Yet it was not very long ago that the representative of a considerable body of lumbermen was heard to remark, "The consumer be damned. What we are looking out for is the lumberman." Is it to be accepted as true that the interests of the consumer and the lumberman are diverse, and that what is for the good of one necessarily is for the disadvantage of the other? Is it correct to say that there is no common ground, and no mutual profits to be enjoyed?

There are a lot of men in the hardwood business who insist that no matter how the rest may answer those questions, they believe that they can make more money by looking out for the interests of the lumber buyer, as far as possible, instead of disregarding them, as far as possible.



Lumber Piling

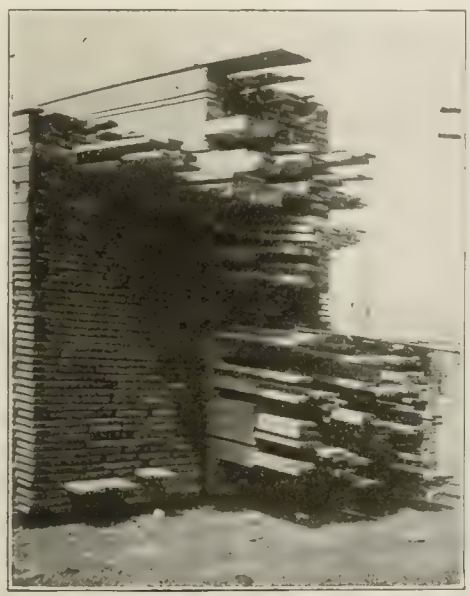


There is shown in connection herewith a snap-shot photo of the back end of two lumber piles. It matters not for the purpose here whose piles they are, nor where they are located. They are of the hardwood class of lumber, and will serve very well to illustrate a problem in long division which plays quite an important role in the matter of ideal lumber piling.

The ideal lumber pile is one made of lumber of the same length so that when the front or face is carefully built up it will carry with it an almost equally smooth back end, one in which the only unevenness is caused by the slight variations in trimming lumber to the same standard length, and this is so slight that the back cross sticks can be put near enough to the end to prevent weather damage to extending boards.

In the illustration herewith it will be seen that one of these piles is almost ideal in this respect, while the other has boards extending through varying distances up to about four feet. It naturally follows that these extending ends will damage more or less from exposure while the stock is in pile, and that they will bend down and warp around, thus adding to the depreciation in value.

Any one familiar with the lumber business knows that there are many different lengths, thicknesses and widths of lumber, as well as several different kinds of wood. Also, those who have handled it know how difficult it is to assort lumber into its many possible divisions and get enough of each for piling purposes, to say nothing of the room or piling space required. That is why piles like this are seen, and worse, for these examples are from an exceptionally well kept yard and really above the average.



PROPER AND IMPROPER PILING

But how many, even practical lumbermen, could tell offhand just how many separate piles would be necessary to sort all lumber from one kind of timber into its different widths, thicknesses, lengths and grades?

That is a question that came up in connection with the hearing conducted at Louisville July 17 by C. R. Hillyer of the Interstate Commerce Commission. It was answered by E. C. Lang of R. J. Darnell, Inc., of Memphis, who has figured out that it would take 576 separate foundations to accommodate the product from oak logs alone, and would call for something like fourteen acres of ground space. Multiply this by the different kinds of wood entering the hardwood trade, or cut and handled by one mill, and a pretty fair general idea can be gotten of the length of the division neces-

sary to carry out in minute detail the ideal in lumber piling. It answers the question of why, even in the yards of men who take great pains in the care of their lumber, so many back ends of piles are seen looking much worse than that shown in connection with this article. It is a problem in long division which is a great deal easier to set out in detail than to solve in essentials. By setting it out in this way and contemplating it, some good ideas may be gotten for practical guidance in piling and caring for lumber.

For instance, in the piles of this picture the stock has evidently been sorted for thickness and grade, which perhaps made it impractical to get separate piles at the same time for the different lengths and widths. However, a glance at the picture will show that some effort has been made to protect the extending stock by eliminating strips from between the extending boards so that they will lay flat together and protect each other somewhat. Evidently the right hand pile, which shows most of this, has been repiled since the primary piling at the mill, for it would not do to pile green lumber without cross sticks between each layer.

Shortly after the taking of this picture another hardwood yard was visited where five or six men, a team and the boss were found taking lumber from a pile, putting some of it on another pile and some on a wagon. It was poplar and the wagon was being loaded with 6-inch 4/4 boards for conversion into weatherboarding. The pile they were getting from the stock was of uniform thickness, but mixed as to width, hence the men and the boss and the sorting process. The wider boards were being passed over to another pile, while even some of 6-inch that would not serve the purpose went there, too, and there was handled and repiled perhaps three or four times as much lumber as was gotten for immediate use out of that pile. With five men, and the proprietor supervising, it was adding at a great rate to the cost of that siding stock.

Now glance back at the picture again, for, while it is not a puzzle picture, there are perhaps more points of interest about it than are likely to be taken in at a glance. The fact of their being two piles in the picture has already been mentioned. Now note the size, especially of the smaller one with the mixed lengths in it—and mull for a moment over the fact that in long division the answer is often small as compared to the dividend and the divisor.

That is really the answer to this long division problem in lumber piling—narrow, separate piles to get more division. In many instances it need not involve extra foundations, but divisions on the same foundation. Glance back at the picture again and note that both piles are on the same foundation, but each can be handled separately. Had the man wanting the 6-inch stock for siding made a sub-division originally and assorted for widths in narrow separate piles on the same foundation, it would not have cost near as much extra as was involved in tearing down and rehandling to get a special item.

The fewer times you can handle lumber the less will be the cost, and the more detailed separations you can get at the original piling the less rehandling you will have to do to get any item wanted. Ergo, the more separate narrow piles you make the more divisions you can get into the original piling.

Conservation That Doesn't Conserve

Conservation, in the minds of most people, refers only to conservation of materials. Anything which affects a saving of timber or lumber, consequently, appears to them to be good, no matter what qualifying conditions may show. The fact that a lot of material about lumber and veneer mills, furniture factories and other wood-working industries is either not used at all or is burned under the boilers is taken as prima facie evidence that the sort of willful waste which brings woful want is going on.

People often do not consider that in many cases the cost of handling, of sorting and of shipping to the point where it could be utilized makes the effort to conserve any of this material impracticable. The loss is there, and it is regrettable, but it is not real conservation to waste labor and handling expense merely for the sake of utilizing material.

This sounds like a reactionary view, and unappreciative of the efforts of the Forest Service and other organizations which are seeking methods of preventing waste. It is not meant to be so, but simply to point out that one can not make a two-plus-two-equals-four equation out of the facts that a certain percentage of lumber is being wasted at some mills and a certain portion of it could be consumed to advantage at a factory a good many miles away. Labor is the big factor which interposes to make such an operation costly if not actually worthless, in many cases. Besides, there is the ever present barrier of high freight rates to make such a proceeding impossible.

Not long ago an observer who has been filling up on conservation literature noticed a big pile of ties being burned at the side of a railroad track. He knew that these ties were made of oak, and he had been informed that the supply of oak timber is getting so low that none of it should be wasted if it were avoidable. Consequently the destruction of the ties, merely because they had served their purpose in holding a section of track together and could not be used in that way any longer, appeared to him to be entirely without warrant.

Filled with a desire to save to the world this material, he wrote a letter to the president of the railway company, inquiring whether some means of getting further use out of the ties could not be worked out, and indicating his belief that a terrible economic loss was being suffered which the railway company would one day be held responsible for.

The head of the transportation corporation did not throw the letter away nor did he direct a curt and savage reply to one who might have been regarded by some moguls of this type as an irresponsible meddler. He said, on the contrary, that if the inquirer were able to suggest a practicable method of saving the material, he would be able to get a handsome reward from the railroad company and others. As a matter of fact, he pointed out, railroad ties become to a large extent impregnated with bits of stony material which is taken up from the ballast, and an attempt to recover value from them by sawing the ties into smaller dimensions would be impossible, owing to the fact that any saw used would be ruined in the operation. He even went into further details citing obvious reasons why they could not be used commercially for fuel and showed just wherein any attempt to further utilize the ties would result in economic waste.

"Consequently," he concluded, "I am afraid that unless you can meet the difficulties I have suggested and can suggest a method of handling the ties to better advantage than to dispose of them by burning at the point where they are taken up, it will be necessary to continue this apparently wasteful method."

A visitor to a factory consuming ash and maple, which is turned into baseball bats, noted that a large quantity of blocks, most of them cubes about three inches each way, were created in the operation of manufacturing the bats, the raw material having been piled in squares for drying, and the blocks being produced as the bats were cut to dimension and then turned. The obvious suggestion was that there was a lot of material going to waste that could be used, say, in a toy factory or novelty plant requiring small sizes of wood. The material is rather expensive, and the

bat man realized that it would be a good thing to squeeze a little return out of his waste, which is now being burned.

"Remember, though," he said to the visitor, when the latter suggested the possibility noted above, "that it would take a mighty low freight rate and a fairly good price to us to bring about the combination of a good buy for the consumer and a worth-while operation for us. We have not been able to locate a consumer of material of this kind within a reasonable distance of our plant, and we have been impressed also with the large amount of labor involved in handling it."

One bad feature of the attempt to get rid of waste is that the man who has it to sell necessarily looks at it as so much offal, and considers that he is making as "velvet" whatever he gets for it above the freight bills. That is how it happens that a furniture manufacturer in a certain Ohio valley city can purchase chair stock cut to dimensions at a lower price by far than he can manufacture it himself; and that is a good reason why those who would like to enter the dimension stock business find themselves baffled when they attempt to quote prices which would enable them to do business with consumers.

The development of the dimension stock trade would really be the best thing, economically, and from the standpoint of conserving material, that could be devised; yet the sometimes ill-considered attempts of those who are producing material of this kind in the form of waste to dispose of it and thus prevent the loss of the stock, as well as to reduce their own material expense, are the chief obstacle to the realization of the ideal of using every bit of material that can be cut out of a board.

Aphorisms of the Trade

There are a good many new inventions in the glue spreader line, but there is still room for one that will stick all the different factions of the various trade associations together so they will hold and not blister off.

When a saw is dull and won't take a thin slab right it is a stupid sawyer and a dull manager that will permit it to run very long.

When the carriage rider gets too lazy to block out the small end of a tapering log it is time for him to take a walk.

Have you noticed that there is more call for walnut logs this summer than for several years? And the call is bringing out the timber too.

If the figured gum door is not prominent in millwork orders in the near future it will be missing a good booking that is ready for it.

The boys that had to buy oak this summer to help fill contracts at prices above what they contracted to furnish it for will look at contracting in the near future like a burned kid looks at the fire.

Politics may think it is the big ring in the summer circus this trip but the average voter gets a whole lot more enthusiastic about the ball game.

It is not a case of "I told you so," but just the same if the lumber people had been boosting quartered oak more in the past they would not have so much occasion to be concerned right now over the progress in millwork made by mahogany. But that's no bar to getting busy right now.

Down at the plant of the Edward L. Davis Lumber Company in Louisville there was recently seen a train load of fine poplar logs, many of the big, yellow thin sap fellows of the old virgin forest days. Asked where they came from, Ed Davis replied, "Oh, we got 'em out of our back yard; we're having a clean-up back there." And it wasn't so far from the fact, either—they came from a nearby boundary that still had virgin timber on it.

When it comes to that part of scientific salesmanship known as transportation the railroad experts have the average lumberman tagged and out at first base.

The people that call for mahogany these days are rather hoggish about it at times from the veneer standpoint, for the call is urgent for lumber thickness while the warehouses have a good stock of veneer for which the call is rather light.

The size of the future dimension stock business is going to depend on how well it is handled a great deal more than one may think. The outlook is good for development, but the development also must be good if it is all to work out right.

The report that railroads are treating hickory and using it for ties makes the handle man who is hungry for timber tear his hair and wonder where he will get off at to find his next winter's supply of raw material.

The big splash line figure in quartered oak does not cut as big a figure in the eyes of the furniture maker today as it did a few years back, for he is in a more subdued mood—and that ought to be pretty good talk for the makers of quartered oak.

Wisconsin Statistics

The Northern Hemlock and Hardwood Manufacturers' Association has issued its statement covering cut and shipments for fifty-nine firms, comparing June, 1912, with June, 1911. According to the figures shown there was practically no increase in the cut of hemlock, while shipments of that wood were fifty-three per cent greater than last June. There was a thirty-three per cent decrease in hardwood cut and an eight per cent increase in shipments. The combination of these figures results in a total decrease of thirteen per cent in cut of all woods, with a thirty-seven per cent increase in shipments. The total cut of both hemlock and hardwoods by the members of the association during June, 1912, was 63,665,000 feet, of which 17,628,000 feet were hardwoods. The total shipments amounted to 72,768,000 feet, of which 20,703,000 were hardwoods.

The greatest cut during the month in hardwoods is recorded for maple with a total cut of 6,101,000 feet. Birch led in shipments during the month with a total of 6,163,000 feet against 4,814,000 feet cut. The shipments of maple were exactly the same as the cut. In basswood there is a total of 2,106,000 feet cut with 3,204,000 feet shipments. The cut of ash totaled 822,000, while 674,000 feet of this wood was shipped. The cut increased in ash and maple, and decreased in basswood, birch, elm and oak.

A Comparison

Reports of building operations in this country and Canada have come simultaneously to hand, and it is interesting to compare figures covering the operations in the two countries. In both instances they deal with building which has been contracted for in the first six months of 1912. The Canadian statistics cover twenty-seven leading cities of the Dominion, while a report from a leading building paper of this country covers seventy-eight American cities. Therefore actual totals would have no significance. It is an interesting fact, however, that the high mark of building in the city of New York, which totaled about sixteen and a half million dollars, was only a little over three million dollars in excess of that of Toronto for the same period. At the same time the average increase in building operations over the first six months of 1911 shows that in Canada the increase was twenty-eight per cent while in this country it was but seven per cent. Of the twenty-seven Canadian cities reporting, all showed increases but four, which means that in only about one out of each seven cities did the record fall off. In the United States on the other hand thirty-four per cent of the seventy-eight cities reporting showed decreases in building operations.

Another interesting comparison is shown in the totals. The twenty-seven Canadian cities for the first six months of 1912 contracted for $69,580,000 for building, while the seventy-eight cities of the United States during the same period spent $92,630,000. There are three times as many cities reported from this country, while the actual excess in total volume of building expenditure was approximately one-half more than that of Canada. The increase in Canada's building during the year over the first six months of 1911 was about fifteen and a half million dollars, and in this country it was only about six million dollars.

The Mail Bag

B 287—Wants Clear Birch Strips

Sparta, Mich., July 13.—Editor HARDWOOD RECORD: We will be pleased to have you give us the addresses of several good firms who sort out 4 4 and 5 4 clear birch strips 4 and 5 inches wide. We are in need of a carload but have been unable to locate a firm having both thicknesses.

The above concern has been given the names of several possible producers of this stock, and any readers of HARDWOOD RECORD who have this material to offer and desire to get in touch with the inquirer, can have the address by writing this office and referring to B 287.—EDITOR.

B 288—Wants Ash

Chicago, July 18.—Editor HARDWOOD RECORD: We would like to secure several cars of firsts and seconds 4 4 white ash, and also 4 4 and 8 4 No. 2 common white ash. We would appreciate your putting us in touch with possible handlers of this stock.

The above correspondent has been supplied with the names and addresses of ash manufacturers. Such producers of this stock who desire to communicate with the prospective customer can have the address by writing this office and referring to B 288.—EDITOR.

B 289—Wants Small Special Dimension

Waukegan, Ill., July 12.—Editor HARDWOOD RECORD: We want to get hold of sources of supply for small special dimension stuff to order in maple, beech, birch, etc.

———— Company.

The above correspondent has been supplied with a list of producers of the stock sought. Any HARDWOOD RECORD readers having this material to sell and desiring to be placed in communication with the inquirer, can have the address by writing this office and referring to B 289. EDITOR.

B 290—Wants Kiln-Dried Gum

New York, July 10. Editor HARDWOOD RECORD: We would be very glad if you would put us in touch or give us the names of some mills which have 5/8" gum and which can kiln-dry it.

———— Company.

The information asked for has been supplied the above. Those desirous of communicating with the prospective customer for gum can have the address by writing HARDWOOD RECORD and referring to B 290.—EDITOR.

News Miscellany

Michigan Manufacturers Meet

The annual meeting of the Michigan Hardwood Manufacturers' Association will be held at the Hotel Cadillac, Detroit, Mich., on Wednesday, July 31, 1912, at ten a. m. Various subjects of special interest to manufacturers will make it desirable that the meeting have a full attendance. An invitation to be in attendance is accorded to manufacturers of lumber who are not members of the association.

Among the subjects for discussion will be stocks of hardwoods, hemlock and lath; report of market conditions committee; reports of various standing committees; report on forest fire protective measures; election of officers and directors.

It is well known that the Michigan hardwood contingent contains some of the most enthusiastic baseball fans in the country. Their weakness in this direction is evident on every occasion, and they should receive with delight the announcement that the Detroit "Tigers" will play the climbing Washington American League club on the day of the meeting, and that the session will be dismissed in time for members to enjoy the game should they be so disposed.

It is especially requested that the members note the change of meeting place to the Hotel Cadillac.

Hemlock and Hardwood Manufacturers Meet

As HARDWOOD RECORD goes to press, the regular mid-summer meeting of the Northern Hemlock and Hardwood Manufacturers' Association is convening at Houghton, Mich., for a two days' session, July 24 and 25. This is the first time that a meeting of the association has been held in Michigan, but it is anticipated, judging from reports, that a live and well-attended meeting is in progress.

The subjects which will be discussed during the meeting are:

Cut and shipments January 1 to July 1.
Stock on Hand, July 1:
Market Conditions:
Log and Lumber Rates:
Hardwood Grades.
Lumber Advertising:
Labor Supply:
Forest Protection and Insurance.

The Greenwood Lumber Company, the Houghton Lumber Company, Charles Hebard Lumber Company, the Von Platen Lumber Company, and the Worcester Lumber Company will tender an informal banquet at the Houghton Club, and the Houghton business men will furnish an automobile ride through the copper country. Special entertainment features will be provided for the ladies attending the meeting, and they are expected to join the automobile ride.

Northern Forest Protective Association

Secretary-Forester Thomas B. Wyman of the Northern Forest Protective Association, with headquarters at Munising, Mich., has just issued his report covering the period from June 15 to July 15. In it he outlines conditions in the territory covered by the association. The report states that with the advent of the dry season, about June 20, it became necessary to add to the force of wardens to protect several new areas which had just been listed with the association. These additions brought the force to twenty-one men constantly on the field on the lookout for fires. In addition special commissions have been granted by the state department to eighty-four woodsmen for whom authority had been requested by the association. This co-operative plan has resulted in much good.

During the thirty days prior to July 15 material assistance was given by the press of the upper peninsula in various ways. The association, through its secretary, has posted thirty-five hundred special fire notices, each of which contains the name, postoffice, telegraph station and telephone service of the association warden in charge of that particular district.

Thirty-two fires were reported by wardens during the month and these resulted in a burned area of 8,700 acres, mostly slashings and plains. Of this total 2,840 acres were owned by association members. Of the total loss, which approximates $3,500, not over $100 was actual association loss.

The report gives as the causes for the thirty-two fires the following: Locomotives, 9; brush burning, 7; campers, 4; fishermen, 2; cigars and cigarettes, 2; smudge fires, 2; carelessness, 1; purposely set, 2.

The report concludes with the suggestion that the value of the work is being amply demonstrated. In one instance the result of the educational campaign was shown in the fact that the secretary received five reports of the same fire within fifteen minutes of its appearance. On reaching the fire one of the wardens with a crew of men was found to have it already well in hand.

National Association Report for June

The report of President Charles H. Barnaby of the National Hardwood Lumber Association covering the month of June shows that the inspection bureau of the association is in a gratifying condition. The increase in the amount of lumber inspected over June, 1911, was 3,217,034, which is also an increase of one million over May, 1912. The total for June is 13,249,177 feet. This record has been exceeded in only one instance, in October, 1911. The total cost of this inspection work was $4,648.84, and the amount earned by the inspection department was $4,043.61. The total cost to the association therefore was $605.23. The principal reason for this cost is the transfer of inspectors to new points, where, under new conditions, they had not as yet become fully established. Several of the men were also on the sick list and unable to work full time in June.

Inspector J. J. Shepard has been transferred to Milwaukee, and applications for inspection in that district should be directed to him at 774 Racine street.

Four new applications for membership were received by the organization since the letter of June 25, which brings the total since the June convention to thirteen.

The report of the proceedings of the recent annual convention, bound in book form, will soon be available to anybody who desires it.

Pacific Logging Congress

As HARDWOOD RECORD goes to press the convention of the Pacific Coast loggers is about to convene. An extremely interesting and instructive program has been arranged, and it is expected the meeting will be successful, and widely and enthusiastically attended.

A generous program of entertainment has been provided by the Tacoma contingent, where the congress meets. Among the notable addresses which will be delivered are talks on:

Rough ground logging; tool systems; Y. M. C. A. work in logging camps; electricity in the woods; sanitation in camps; aerial snubbing device; burning slash; application of air on logging trucks; the construction of logging flumes; clearing logged-off lands; hauling of logs with cable grip; utilization of wood waste; logging engineering, and various other interesting and instructing topics.

A Correction

In the last issue of HARDWOOD RECORD there appeared an article on the minute structure of poplar as compared with cucumber. In this article there were two errors which were overlooked in editing the copy. The inscriptions of the two cuts stated that the sections shown are radial, whereas they are tangential. The other error occurs in the classification of the types of wood which come under diffuse-porous woods rather than ring-porous wood, as stated in the article.

Grand Rapids Case Appealed

The Grand Rapids and Indiana Railroad, recently judged guilty of granting rebates to Grand Rapids lumber companies, has already carried its case to the court of appeals. One of the companies involved, the Nichols & Cox Lumber Company, has practically decided to follow the same course, but it is probable the decision of the upper court will be awaited before proceeding with the balance of the cases.

A New Louisville Concern

Owensboro interests have for some time been busy in the establishment of a new hardwood house in Louisville and are about ready to open up a wholesale yard which will be operated by the Kentucky and Indiana Hardwood Company, a new corporation controlled by Owensboro capital. The address of the new company will be 2307 Standard avenue, Parkland.

The work of receiving and piling new lumber has been going on for some little time, and the office building is already erected. Herbert Bauman of Owensboro will be in charge of the business, and it is contemplated that in the fall G. A. Bauman will also come to Louisville to assist him in his work.

Goes With the Gayoso Lumber Company

W. H. Greble, who has been associated with the Three States Lumber Company of Memphis, Tenn., for eighteen years in the capacity of sales manager, announces that he has associated himself with the Gayoso Lumber Company of that place in a similar position. Mr. Greble has a wide acquaintance in the trade and among hardwood consumers, and is desirous of extending to the consuming trade the benefit of his knowledge in the hardwood business.

Change of Address

The H. H. Hitt Lumber Company of Falkville, Ala., announces the removal of its general offices to Decatur, Ala.; this change having taken place on July 10.

The H. H. Hitt Lumber Company has become one of the leading hardwood manufacturing concerns in the South, and has attained an enviable and country-wide reputation in this particular line. The concern owns a considerable amount of high-grade hardwood stumpage in the South and is equipped with modern mill facilities for its proper and prompt manufacture.

The advertisement of this concern appears on another page of this issue HARDWOOD RECORD, and might well be watched with interest by consumers of its product.

Canadian Building Operations

Reports from the Dominion of Canada establish the fact that there was an expenditure of approximately $70,000,000 for building in twenty-seven of the leading cities of the Dominion during the first six months of 1912. This is an increase of $16,000,000 for the corresponding period of 1911, which represents twenty-eight per cent. Toronto had the largest total building record of $13,000,000, which was an increase of eleven per cent. The largest percentage of gain occurred in Edmonton, where an increase of 376 per cent was noted. The smallest percentage occurred at Peterborough, which added only one per cent to its building record, but this was far less than any others, the average being upwards of a hundred. Of the total only four cities showed a decrease and two of these were in cities of comparatively small population.

Growth of Baldwin Locomotive Works

It was recently announced that the Baldwin Locomotive Works of Philadelphia will soon enlarge its plant at Eddystone, Pa., for the building of the big locomotives for American railroads. By so doing the space in the buildings in Philadelphia can be used for the filling of foreign orders and those of smaller type. The company recently received an order for fourteen locomotives of the Mikado type for the Denver & Rio Grande railroad, calling for an expenditure of $1,000,000, and fifteen for the Central Railroad of Georgia. The company is also working on a contract for eighteen small locomotives for shipment to Japan. The success of the Baldwins obtaining so large a portion of the specifications now before the locomotive builders is regarded by the management as sufficient grounds for the prediction of a brisk and uninterrupted season. There are employed today at the Baldwin works 14,000 men, which is only 5,000 less than the enrollment in the great boom time.

A Successful Organization

It is interesting to note the number of Germans who have entered the veneer and lumber business in this country and have made good. Invariably the German who makes good does so in a decided and very evident manner. One of the most striking cases of this character is that



GEO. F. KRETSCHMER, SOUTHERN VENEER MANUFACTURING COMPANY, LOUISVILLE, KY.

of Geo. F. Kretschmer of the Southern Veneer Manufacturing Company of Louisville, Ky.

This gentleman came to the United States in 1883 as a cabinet maker, and in the intervening period has learned the veneer business and built for himself a business of excellent proportions and standing. Mr. Kretschmer began his connection with the veneer business in 1884, at which time he started with the E. D. Albro Company of Cincinnati in the capacity of veneer matcher. He subsequently became foreman in the Spanish cedar department, but left this company in 1889 to go with the Louisville Veneer Mills. He was later associated with the Kentucky Veneer Works in a general advisory and sales capacity. He was with them until January 1, 1907, at which time he started the Southern Veneer Manufacturing Company, a jobbing proposition. He shortly built a veneer warehouse, and soon afterwards installed machinery in the building, since which time the company has done a large manufacturing business. Its sales have shown remarkable progress every year, and although set back by a fire the third year of its operation, has attained very considerable proportions. The present plant is modern in construction and equipment, which includes a band mill, two veneer saws, one textile dryer, one slicer and all other necessary equipment. During the five years in which the concern has been operating its sales have increased from $35,000 a year to $120,000 a year.

The company buys foreign and domestic logs and also flitches when necessary, and has available considerable stock of veneers from other manufacturers. The company cuts principally quarter-sawed and sliced oak, mahogany, birdseye maple and figured gum, to which the trade mark "Sovemanco" has been applied. During the last eight months the company has added a complete joining and taping outfit, and is running to capacity right along.

Hardwood Manufacturers' News

During the month of July a general meeting of the inspectors of the Hardwood Manufacturers' Association of the United States was held at West Virginia and Kentucky mill points for the purpose of schooling the inspectors in the different classes of material. Another meeting is to be held in the Mississippi valley district so that the inspectors may familiarize themselves with stocks peculiar to that locality.

After the meeting in West Virginia, all of the inspectors were given their instructions for the different localities, and left with a feeling that they had received a uniform interpretation of technical rules.

Secretary Doster reports that several of the large mills in the membership of the association are entirely out of low-grade material, and that orders for this class of stock are being received rapidly.

Philadelphia Concern Gives Outing

J. Gibson McIlvain & Co., owners of the Woodcliff Lumber Company, Monterey, Tenn., report steady trading and regard the outlook promising. J. Gibson McIlvain, Jr., who takes a personal pride in the Woodcliff proposition, is much pleased with the work being done there. The company has increased its timber holdings by nearly a thousand acres of good, large, thrifty



PLANT OF SOUTHERN VENEER MANUFACTURING COMPANY, LOUISVILLE, KY.

timber, which will run principally select white oak and poplar.

The McIlvain house, which dates back a century or more, has always been distinguished for its just and courteous treatment of its employes. As an instance, the firm and all of the employes gathered recently at the large farm of J. Gibson McIlvain, Sr., in Chester county, Pennsylvania, where an exceptionally enjoyable rural entertainment was provided. A regular family picnic it was; everybody was in the best of humor and none seemed younger or more impregnated with the convivial spirit than the venerable old patriarch and head of this well known and successful firm. The day wound up with a regular old fashion farm dinner, to which it goes without saying everyone did ample justice.

A Canadian Concern Growing

A steady increase in the business of the Seaman-Kent Company, Ltd., of Meaford, Fort Williams and Toronto, province of Ontario, has made it necessary to open a purchasing office for hardwoods at 503 Standard Bank building, Toronto. The company's factories are located at Meaford and Fort Williams, where there is now consumed from 15,000,000 to 20,000,000 feet of lumber annually, consisting of plain and quartered oak, maple, birch, beech, etc. These two factories have been excessively busy.

The new department will be in charge of Mr. Seaman, who announces that he will be pleased to receive the representatives of any hardwood mills or those having stock to offer, and good quotations and inquiries will receive every consideration.

This concern is a large producer of hardwood flooring of the Beaver brand, turning out a larger amount of this product than any other concern in the British empire.

Lumberman-Inventor

D. M. Rose of D. M. Rose & Co., which concern is a large manufacturer of lumber and interior finish at Knoxville, Tenn., has just completed the installation of an entirely new flooring machine at his Knoxville plant, the design of which is the product of Mr. Rose's own brain.

Some time ago Mr. Rose's concern concluded to include in its business the manufacture of hardwood flooring, but after investigating present methods and present product, it came to the conclusion that it was not entirely satisfied with present flooring machines. Mr. Rose decided upon this after careful study of matching, and immediately began to plan a flooring machine which would insure him a product absolutely perfect in manufacture. He had the various parts made by local machine shops and after a good many months of testing, finally had the machine completed. It is now working to perfection in his Knoxville factory. A patent on the new invention has been applied for, but it is not definitely decided whether or not the article will be put on the general market.

A Smooth Bunco

Several hardwood men of this city are more or less directly interested in the movements and also in the real identity of a man who came to Baltimore during the week of the Democratic National Convention and at that time made the acquaintance of Robert McLean, an exporter and millman of this city. The stranger introduced himself as W. H. Carter, president of the W. H. Carter Lumber Company of Jackson, Ala., and said he had some good quality of yellow poplar to dispose of, having about 350,000 feet left out of a large assortment which the company was closing out. In his conversation he displayed a thorough knowledge of the business and showed a close familiarity with conditions in different parts of the country. Mr. McLean did not have any use for 350,000 feet, but offered to take two cars of the poplar, stipulating only that he should have a chance to satisfy himself that the shipment was up to specifications. The stranger showed bills of lading for the lumber which had ostensibly been put aboard cars at Jackson, and to dissipate all possible doubt as to the regularity of the transaction he went to the office of the Southern Railway in this city and had the bills of lading exchanged for through bills, calling for delivery at Liverpool, to which port Mr. McLean wanted the two cars sent. "Mr. Carter" also explained that he had been away from home for a time, having been under considerable expense, and had run out of funds. On the strength of the through bill of lading Mr. McLean cashed a check for $50, drawn on the First National Bank of Jackson, and also arranged for the payment of the two cars of lumber by giving a promissory note for $500, payable in eight days, by which time, Mr. McLean calculated, the shipment would have arrived here and could be inspected. In a day or so Mr. McLean was notified that the stranger had attempted to have the promissory note discounted, the bank taking the precaution to ask if everything was all right. Mr. McLean had no reason to think otherwise, but as a matter of additional caution he requested that the note be held until maturity, by which time he fully expected to have seen the lumber and satisfied himself that it was up to the representations. Meanwhile the check came back unpaid, the notice, however, giving no information as to the specific reason why it had not been honored. Mr. McLean now felt reasonably sure that there was something irregular, and this suspicion became an absolute certainty when the lumber failed to arrive. Southern Railway officials here were seen, but could not find that any such shipment had ever been turned over to them, and the poplar is still to arrive. Mr. McLean is secured by the through bill of lading issued by the railroad company and has suffered no loss, but E. Rickard of Norfolk, Va., appears to have fared worse. To him the stranger represented that he had a lot of oak logs in transit, obtaining $130 on account. "Mr. Carter" informed Mr. Rickard that he was closing out his log business in West Virginia, having purchased a tract of timber land in Mexico, from which he intended to bring mahogany and other costly woods into the United States. He exhibited a Norfolk & Western railroad bill of lading for the logs. Both this bill and that first shown to Mr. McLean are now believed to have been clever forgeries. "Mr. Carter" showed as intimate a knowledge of oak logs and West Virginia lumber trade conditions as he had of affairs in Alabama. The stranger was about five feet six or seven inches tall and weighed from 130 to 140 pounds. He was of fair complexion, with sandy hair and blue eyes. When he laughed he showed all of his teeth, which were rather large and flat. He was clean shaven and dressed quietly, though in good taste. Since his own experience Mr. McLean has heard that "Mr. Carter" tried unsuccessfully to obtain money from other Baltimore lumbermen on lumber or logs supposed to have been in transit.

Liverpool Trade

Advices from leading lumber houses of Liverpool show that business during the month of June was fairly active. An increase of fifty per cent in consumption during the month was noted over June 1, 1911, which fact is partly accounted for by serious labor troubles during that period of 1911. There have been large imports in some instances; stocks in general are not excessive and values are steady. Ocean freight rates continue firm.

The demand for ash logs maintains a rather quiet condition with unchanged prices, while prime parcels of ash lumber of good quality are inquired for.

Black walnut logs of good size and quality enjoy a good demand and continue to bring satisfactory prices. On the other hand the demand for black walnut lumber is weak, which condition is traced mainly to labor conditions in the cabinet making trade.

It is advised that supplies of hickory logs should be curtailed until autumn as shipments have arrived freely. Values of oak boards are weak in Liverpool owing to arrivals in excess of demand both in plain and quartered stocks. Round oak logs of good quality are in considerable demand, while in cabinet oak planks the import has been ample to meet the demands. Coffin oak planks have been supplied in excess of consumption, while wagon oak planks have also been imported heavily, but owing to activity of deliveries this class of stocks remains mobile and prices have not materially weakened.

There is a fair request for prime poplar logs of good size and length, while plain poplar boards have been imported in excess of demand resulting in a considerable amount of stock being yarded and a considerable loss in value. The arrivals of red gum have also been excessive.

Building Record to June

The American Contractor issues the following statement showing the building record for various cities up to July 1, for 1911 and 1912:

	Jan. 1 to July 1, '12	Jan. 1 to July 1, '11	Per Cent Gain	Per Cent Loss
Atlanta	$ 3,445,613	$ 3,624,640		4
Baltimore	5,673,372	5,937,020	..	37
Birmingham	1,820,748	1,607,458	13	..
Buffalo	7,125,600	4,030,000	76	..
Cedar Rapids	740,000	911,450	..	10
Chattanooga	847,515	411,978	106	..
Chicago	40,892,500	37,391,100	9	..
Cincinnati	4,001,312	6,585,665	..	39
Cleveland	7,206,702	7,687,179	..	6
Columbus	2,601,122	2,346,921	10	..
Dallas	2,805,020	3,443,422	..	18
Des Moines	193,665	907,874	9	..
Detroit	14,387,200	10,018,160	43	..
Duluth	1,048,048	1,308,726	..	19
Fort Wayne	1,360,120	1,071,630	26	..
Grand Rapids	1,204,037	1,044,918	15	..
Harrisburg	618,695	685,500	..	10
Hartford	4,707,085	3,402,250	38	..
Indianapolis	3,997,050	4,600,496	..	13
Kansas City	6,127,658	4,974,175	23	..
Los Angeles	14,714,274	11,556,573	27	..
Manchester	958,585	804,618	19	..
Memphis	3,021,648	3,648,985	..	17
Milwaukee	6,961,453	6,245,652	11	..
Minneapolis	6,298,940	8,494,385	..	25
Nashville	570,435	603,708	..	5
Newark	5,374,589	5,926,461	..	9
New Haven	2,861,888	2,927,761	..	2
New Orleans	2,112,601	1,582,292	33	..
Manhattan	73,416,697	62,662,717	16	..
Brooklyn	22,031,147	20,079,284	10	..
Bronx	20,930,794	11,004,117	90	..
New York	116,378,638	93,746,118	24	..
Oakland	4,359,090	3,423,566	27	..
Paterson	1,162,400	1,373,303	..	15
Philadelphia	19,349,205	22,991,760	..	15
Pittsburgh	5,701,222	5,426,987	5	..
Portland	8,798,267	9,583,364	..	8
Rochester	6,695,809	4,506,785	48	..
St. Louis	11,888,303	10,260,756	15	..
Salt Lake City	1,883,900	1,489,600	26	..
San Antonio	1,464,458	1,115,386	31	..
San Francisco	12,428,273	10,926,641	13	..
Scranton	682,633	903,829	..	24
Seattle	4,852,990	3,972,335	22	..
Shreveport	568,751	843,362	..	32
Spokane	1,343,595	2,174,870	..	38
Toledo	3,194,925	1,624,170	96	..
Wilkesbarre	1,264,133	1,235,921	2	..
Worcester	2,326,668	2,416,148	..	3
Total	$356,821,025	$321,800,998	10$\frac{4}{5}$	

It is a notable fact that more cities in the list have gained in building during this period than have lost. The actual gain in greater New York comprises more than one-half of the total. In all, twenty-nine cities showed an actual gain over last year, while only twenty-one recorded a falling off in building during this period. The greatest percentage of loss occurred in Cincinnati, which city issued permits during the first six months of 1912 aggregating thirty-nine per cent less than similar permits for the first half of 1911. Chattanooga showed a gain of 106 per cent. In general the figures in the percentage of gains were materially higher than percentages of losses. An average gain of 10 4-5 per cent is an encouraging feature.

Statistics for Ohio, Massachusetts and New York

A recent summary of the manufactures of the state of Ohio discusses the fact that the lumber production in Ohio decreased 45.2 per cent during the decade from 1899 to 1909. The produc-

tion of lath decreased 5.5 per cent and of shingles 76.3 per cent. The report maintains this marked decrease is due mainly to the lessening supply of merchantable timber.

The state dropped in rank from fourteenth in 1899 to twenty-seventh in 1909 in the production of rough lumber from all species. It now ranks tenth in the total production of hardwood lumber in the United States. Oak formed 47.8 per cent of the total output in 1899 and 62.3 per cent in 1909. Only seven states exceeded Ohio in the output of oak lumber in 1899. In 1909 Ohio ranked first in the production of walnut lumber, contributing 18.6 per cent of the total cut of this species. Other hardwoods taking position of importance were beech, maple, yellow poplar, elm, ash and hickory.

Ohio still ranks first in the various states in the production of wagons and carriages, notwithstanding a decrease in value of products from 1904 to 1909 of $2,053,041. Decreases in value of product are most notable in the manufacture of family and pleasure vehicles. In 1899 the total production of carriages in Ohio was 213,692, valued at $11,237,362. They represent 47.4 per cent of the total value of products of this industry. However, in 1909 only 135,877 were produced, valued at $8,126,285. This represents 37 per cent of the total value of wagon and carriage manufacture. The change, of course, is accounted for by the rapid development of the automobile industry.

There is also a decrease in the production of farm wagons, but an increase in the production of other products of this line.

Bulletins covering the manufactures of New York and Massachusetts show that the number of establishments operating in lumber and timber products in the state of New York in 1909 included 674 planing mills, 1389 sawmills and logging plants, 200 box factories, which reported 65.9 per cent, 20.7 per cent and 13.4 per cent, respectively, for the total value of products for the industry. The value of the output of the sawmills and logging plants of the state was $15,131,000 in 1899; $13,310,000 in 1904; $15,036,000 in 1909. The industry as a whole shows an increase in the value of products of $52,738,000 in 1899; $72,530,000 in 1909. This represents an increase for the decade of $19,792,000, or 37.5 per cent. This increase is due largely to the growing production of the planing mill. Measured by the value of products in the various lines, New York ranked second in 1909 among the states of the Union in the lumber business. The total value of the output of furniture and refrigerators in New York state increased from $24, 658,000 in 1899 to $41,929,000 in 1909.

In Massachusetts the lumber and timber products industries of various kinds were represented by 208 independent planing mills; 391 sawmills and timber plants; 109 packing box factories. There is a considerable increase in the percentage of total value of products over 1899, which is due largely to the increase in production of planing mills and box factories. The total cut of rough lumber increased from 344,190,000 feet in 1899 to 361,200,000 feet in 1909. Massachusetts was one of five states in which the cut in 1909 was less than that of 1908.

Fire Prevention

It is estimated that the property loss in the United States from fires during the last thirty-three years totals the enormous sum of $5,147,253,724. The magnitude of this loss is almost inconceivable, yet an idea of it may be gained from the fact that this sum is equal to one-twenty-fifth of the present wealth of the United States.

This enormous loss certainly drives home the conviction that the fire hazard is of no small proportion. It is imperative therefore that the most improved and up-to-date system for fire protection be installed. Many plants are now equipped with automatic water sprinkling systems, and protection is thus afforded in a measure, provided the water pressure is maintained and the system is in no way deranged by fire. In the case where the pumping installation belongs to the plant, this requirement means that the motor control of the apparatus must be absolutely reliable so that no fault will develop and make it necessary to shut down the motor and stop the pump.

A fire pump with its controlled panel is designed for emergency conditions, and consequently is seldom operated. A panel manufactured by a prominent electrical house is so designed as to make it particularly adapted to this type of work. Its bearings are provided with non-corrosive features so that they cannot rust from long disuse and prevent the motor from operating at the critical time. This panel is inclosed in a splash-proof case, which effectively protects it from dripping water, and also prevents water from a stream from a fire hose from striking it. Another feature of this is a pressure governor, which is connected with the water presure system thus closing the controlling circuit of the panel as soon as the water pressure falls to a predetermined value. This starts the motor with all the starting resistance in the circuit. An automatic starter brings the motor up to speed. Another feature of this outfit is the fact that the iron grid starting resistance is of sufficient current carrying capacity for frequent starting of the motor. Frequent starting might be required in case one sprinkler head only should open, as this would cause a small flow of water from the tanks, and the pump would be able to quickly refill the tank. At this point the control system stops the motor, only starting again when the pressure falls to the value at which the pressure governor is adjusted to operate. These and various other interesting and advantageous features characterize this system, as installed by the General Electric Company of Schenectady, N. Y.

Forestry in Indiana

A new wrinkle in the effort to encourage the application of practical forestry is being employed by the State Board of Indiana in naming a certain date, July 25, as Visitor's Day, at the State Forest Reserve. Special arrangements have been made to meet all cars and trains with free carriages to convey visitors over the grounds. Guides have been provided who are familiar with the forest plantings and will explain the objects of each experiment and the details of progress.

The reservation contains two thousand acres and has forty-five tracts of planted trees. The reserve is only an experimental proposition and is designed to show the kinds of trees which give the greatest promise of adaptibility to planting in Indiana. Various methods of planting and cultivation have been employed in order to determine the most effective ones. Different degrees of pruning have been used so as to demonstrate whether or not pruning of forest trees is a good policy, and to what extent it should be carried on. One of the best demonstrations is the successful planting of black locust on washed out hillsides, the trees three years old now being twelve feet high.

In all, Indiana seems to have taken the lead in practical demonstrations of the effects of modern forestry and its possibilities. It now has one of the best demonstrations of growing hardwoods in the United States, and a vast amount of knowledge of practical value can be derived from an observation of the work.

Miscellaneous Notes

The Elk Furniture Company, Falconer, N. Y., has moved to Jamestown, N. Y.

The Quincy Casket Company has been incorporated at Quincy, Ill., with a capital stock of $60,000.

The Extension Stepladder Specialty Company of Richmond, Va., has been incorporated with a capital stock of $50,000.

The American Woodenware Company, Manistee, Mich., has been incorporated with an authorized capital stock of $100,000.

The Southern Lumber & Timber Company, Hillsdale, Miss., has increased its capital stock from $100,000 to $150,000.

The Standard Wood Pipe Company, Williamsport, Pa., has been incorporated with an authorized capital stock of $25,000.

The Southern Indiana Bending Company, Depauw, Ind., has been incorporated with an authorized capital stock of $10,000.

The Cumberland Lumber Company of Sparta, Tenn., has purchased 5,000 acres of hardwood timber land and will install a large band sawmill.

Fire recently destroyed the main building of the sawmill and veneering plant of R. H. Benner & Co., Mobile, Ala. The loss is estimated at $7,000, fully covered by insurance.

The Waynesville Lumber Company, East Orange, N. J., has been incorporated with a capital stock of $60,000. The incorporators are: H. H. Picking, C. O. Geyer, F. E. Ruggles and E. Orange.

The Hale, Gibson & Driver Company, manufacturer of hardwood lumber at Zwolle, La., has been succeeded by the Progressive Lumber Company. The new company has been incorporated with a capital stock of $50,000.

The Dieckmann Hardwood Company announces a change of address for July 1, 1912, to Beach street, corner Taylor street, San Francisco, Cal. The company is moving its main office to that locality in order to be in close touch with sawmill operations.

The Troutdale Furniture Manufacturing Company, Troutdale, Va., has been incorporated with a capital stock of from $10,000 to $50,000. The officers of the new company are: J. F. Greer, president; R. L. Greer, vice-president; R. F. Young, secretary.

It is announced from Old Town, Me., that A. W. Sewall, formerly forestry manager for Appleton & Sewall Company, has opened an office in that place, where he will do a general business in forestry work and in mapping, surveying and timber estimating.

The J. W. Lewis Lumber Company is a new addition to the hardwood fraternity of North Carolina, having organized at Huntdale, in that state, to do a general wholesale hardwood lumber business. This concern has a rating in the neighborhood of $10,000.

The Charles Niemeyer Hardwood Lumber Company, Okolona, Ark., has about all the machinery placed in its four mills south of the city, and will be ready for operation in the near future. The intention of the company is to run the mills to full capacity, which is from 40,000 to 50,000 feet per day.

The Eureka Manufacturing & Sales Company, Cotton Plant, Ark., has been incorporated with an authorized capital stock of $10,000 to manufacture lumber, etc. The officers of the new company are D. H. Echols, president; H. A. Van Dusen, vice-president, and W. G. Jones, secretary-treasurer.

It is announced that Charles T. Tuxford, Escanaba, Mich., who has been director and manager of the Escanaba Veneer Company since its organization, has sold out his interest and severed his connection with the concern. Mr. Tuxford will remain in the city and expects to continue in the veneer business.

The Standard Lumber Company, Montgomery, Ala., has been incorporated with a capital stock of $25,000. The officers of the new company are Jim Miller, president; W. Lambert, vice-president; J. C. Fischesser, secretary and treasurer. The capital stock has been divided into 250 shares, and J. C. Fischesser has been designated by the company to receive subscriptions.

The great Eastern Lumber Company, Savannah, Ga., has been organized with a capital stock of $1,000,000. The new company will develop timber lands in Georgia and South Carolina and construct railways, etc., near Savannah. It will also build a plant with a daily capacity of 150,000 feet of lumber, construct an electric plant and develop water-front property for industrial sites.

It is announced that a new hardwood flooring plant will soon be started in Nashville, Tenn. The new plant will be located in the building formerly used by the Prewitt-Spurr Manufacturing Company. It is understood that Chas. Morford and C. P. Street, together with several stockholders who were formerly interested in the Prewitt-Spurr plant, will be associated with the new concern.

The Grandin Lumber Company, Lenoir, N. C., recently began the construction of a saw and planing mill, box factory, etc., which will have an annual capacity of 40,000,000 to 50,000,000 feet of lumber. The company has more than 60,000 acres of land, estimated to contain 710,000,000 feet of standing timber, 350,000 cords of pulp and acid wood, 100,000 cords of oak and hemlock tanbark and 3,500,000 railroad ties.

The Wisconsin Land & Lumber Company, Hermansville, Mich., is erecting a large up-to-date sawmill to replace the one destroyed by fire about a year ago. The new mill will greatly increase the capacity of the company. When completed it will be equipped with the latest and best machinery obtainable and will also have the most modern conveniences and appliances to be found in a lumber manufacturing plant. The Wisconsin Land & Lumber Company makes a specialty of IXL rock maple flooring and red birch flooring. It also manufactures hemlock and basswood lumber, ceiling, siding and moulding, and deals in white cedar posts and poles.

Hardwood News Notes

CHICAGO

J. H. Faust of the Faust Brothers Lumber Company, Paducah, Ky., pased through Chicago this week and spent a couple of days with his local manager. Mr. Faust is returning from a three weeks' trip to Michigan and Canadian points. J. F. Mingea, who represents this concern in Chicago, has also just returned from a three weeks' trip through the South.

E. C. Dawley of the Gill-Dawley Lumber Company of Wausau, Wis., has been in town for the past few days on business.

J. B. Wall of the Buffalo Hardwood Lumber Company, Buffalo, N. Y., was one of the distinguished visitors to the Chicago trade recently.

Earl Palmer of the Ferguson & Palmer Company, Paducah, Ky., and a director in the National Hardwood Lumber Association, spent several days visiting the local trade a short time ago.

E. Bartholomew of John B. Ransom & Co., Nashville, Tenn., spent a few days with the local trade a week ago.

D. S. Hutchinson of the Dickson Planing Mill Company, Dickson, Tenn., was one of Chicago's recent distinguished visitors. Mr. Hutchinson was formerly associated with T. Wilce of Chicago, being in charge of sales for several years.

A. C. Lange, general manager of the Chicago Mill & Lumber Company's plant at Blytheville, Ark., visited the Chicago office of that concern a few days last week. At the same time E. C. Nelson, manager of the Helena, Ark., plant was in town.

J. F. McSweyn of the Memphis Saw Mill Company, Memphis, Tenn., made a short business trip through Chicago last week, calling on the local trade.

E. A. Lang, manager of the hardwood department of the Paepcke-Leicht Lumber Company, returned a week ago from a ten days' trip to the southern mill points of that concern.

W. N. Kelly of Traverse City, Mich., was one of the hardwood men to visit the local trade lately.

J. W. Kitchen of the J. W. Kitchen Lumber Company of Ashland, Ky., spent a few days with the local lumbermen a week ago.

W. McEumally of Sidney, Australia, was an interested and interesting visitor locally last week. Mr. McEumally is making a leisurely trip through this country with his wife, to combine pleasure with a general search for information as to American conditions and methods. He plans to enter the lumber business in Australia and is looking for suitable machinery.

A. C. Quixley of the Quixley & Bulgrin Lumber Company returned a week ago from a vacation in Michigan.

NEW YORK

A prominent hardwood visitor to this city during the past fortnight was Chester F. Korn on the Korn-Conkling Company, Cincinnati, who was on his way home after an extended trip abroad in the interest of business. Mr. Korn, like other exporters, is of the opinion that the volume of business with foreign markets promises to increase as soon as there is an improvement in conditions with respect to the freight situation. The current demand for American woods in the markets abroad is excellent and would doubtless be larger were it not for the difficulty in securing tonnage.

William H. Russe of Russe & Burgess, Inc., Memphis hardwood dealers, was in New York for a few days prior to sailing for Europe. Mr. Russe went to London, where his firm has a branch office in charge of Geo. A. Farber, who is well known to the hardwood fraternity of the States From London the two will visit the hardwood markets of Great Britain and the continent. Mr. Russe will return early in September.

The A. Sherman Lumber Company announces that it has made a connection with the San Vincente Lumber Company, of Santa Cruz, Cal., which will give it the selling agency for the redwood product of the California company in the New York, New Jersey, Pennsylvania, and New England markets. The Sherman company, through its local wholesale department, now handles practically evrything in the lumber line.

The Milne-Savage Lumber Company has been incorporated in New York by the Milne Brothers Lumber Company interests, hardwood specialists of this city. The new company will confine its activities to the Boston and New England territory, practically as the representative of the Milne Brothers Company.

It is reported that the Republic Motor Company, a new corporation, organized to manufacture motor cars and trucks, will erect factories in this and other cities throughout the country. Report has it that the factory in this city will be erected on Eleventh avenue between Fifty-sixth and Fifty-seventh streets. Each factory will be fully equipped for producing complete cars and trucks, and it is expected that the new company will become a large buyer of hardwood lumber in conjunction with its operations.

J. H. Henderson, who recently resigned as secretary of the Kendall Lumber Company of Pittsburgh, was a passenger on the Baltic, which sailed for Liverpool on July 3. Mr. Henderson will take personal charge of the affairs of the Croft Lumber Company, hardwood producers at Clarksburg, W. Va., on his return from abroad, which will be about Sept. 1.

PHILADELPHIA

The directors of the Lumbermen's Exchange held a meeting on July 9 at which the following new members were elected: The Hilton-Dodge Lumber Company, the W. M. Ritter Lumber Company and the Williamsport Planing Mills Company.

William Whitmer & Sons, Inc., testify to a steady trading, and regard the outlook with favor. E. M. Bechtel, sales manager, reports very desirable business coming in at this time from the Manhattan district, and a considerable volume of trading from the suburban territory of Philadelphia.

The W. R. Taylor Lumber Company reports fair trading right along and prices strong. W. R. Taylor has just returned from the Georgia lumber camps, where he closed a very desirable deal.

The D. T. McKeithan Lumber Company, the Meckley-Lance Lumber Company and the Summit Lumber Company, petitioning creditors, filed a petition on July 10 to have Mary C. Smenner individually and as surviving partner of Alonzo W. Smenner, trading as Smenner & Co., adjudged an involuntary bankrupt.

Wistar, Underhill & Nixon are not disposed to question conditions. Frederick S. Underhill says things are moving along in fair shape, with the outlook encouraging. R. Wyatt Wistar has just returned from a protracted stay at their mill, at Evergreen, N. C., where he was looking after some stock. T. N. Nixon is making his regular weekly trips to New York city and as a recreation feature is spending his nights at Asbury Park, N. J. Gilbert B. Woodhull, formerly with Gouverneur E. Smith & Co. of New York, has been engaged to look after the firm's interest in New York state, with headquarters in Syracuse.

The Pennsylvania Lumbermen's Mutual Fire Insurance Company, owing in a great measure to its careful management, continues to sustain an excellent record. H. J. Pelstring, assistant manager, says the first six months' business for 1912 has been equal to expectation, and if the balance of the year holds out as well, the management will be amply satisfied.

The Pennsylvania Lumbermen's Association held its semi-annual convention at the Paxinosa Inn, Easton, Pa., on July 17 and 18. An opening address of welcome was made by Mayor Nevin. Business, as is the rule at the summer meeting, was of a routine character. A musicale and an automobile trip to the large cement mills through a country which abounds in the most delightful scenery were two very enjoyable features of this combined business and pleasure outing.

BUFFALO

The Hardwood Exchange recently elected R. D. McLean as president; J. B. Wall, vice-president; and F. T. Sullivan, secretary. The last mentioned has joined the exchange as a representative of H. H. Salmon & Co., New York, for whom he has opened a yard and chartered steamers for the bringing of a good supply of stock by lake.

The loss by the fire which destroyed considerable hardwood lumber at the yard of Taylor & Crate has been placed at $28,000, a smaller amount than was at first estimated.

The McNeil Lumber Company suffered a loss by fire on July 17 of about $2,000. The frame office building and three piles of lumber were burned.

The estate of F. W. Vetter will be administered

by his former partner, O. E. Yeager, and the stock will be disposed of gradually during the next year. Meanwhile no new stock will be bought. E. J. Sturm, who was associated for a long time with Mr. Vetter, will remain in charge of the yard.

The State Conservation Commission estimates that New York secures only one-fourth of the wood it uses from the forests of the state, sending into other states several million dollars for wood that its 12,000,000 acres of forest land could be made to produce easily under scientific forest management. Based on this estimate, the state college of forestry at Syracuse is making a study of the wood-working industries of the state and will issue a report on the situation this winter.

The Standard Hardwood Lumber Company's yard sustained a loss of $300 by fire on July 14. It looked for a time as though a severe fire would result, but it was promptly handled by the firemen.

John N. Scatcherd and J. Newton Scatcherd were among the board of directors re-elected recently by the Batavia & New York Wood-Working Company, which has a large hardwood mill at Batavia, N. Y.

F. M. Sullivan will entertain his brother, W. H. Sullivan, formerly of this city, and now general manager of the Great Southern Lumber Company, Bogalusa, La., for several weeks this summer.

George Repp of the Buffalo Hardwood Lumber Company has returned from a business trip to the Adirondacks, where the company has a stock of high-grade birch, amounting to about 1,500,000 feet.

O. E. Yeager is giving a good deal of attention to the automobile truck business as president of the Victor Motor Truck Company, which concern will engage in the extensive manufacture here of various styles of trucks.

J. N. Stewart & Bro. say that the hardwood trade is fairly active at present and that yards having plain oak have no difficulty in disposing of it promptly at a good price.

Anthony Miller is receiving a good deal of stock from the South and West, including oak, ash and chestnut. Trade is not what he would like to have it, but it is fair for midsummer.

President W. L. Sykes of the Emporium Lumber Company is busy looking after his mills in Pennsylvania and New York and has recently been spending some time in the Adirondacks. The office reports a good demand for maple flooring.

PITTSBURGH

The Union Lumber Company has established itself at 516 Federal street, where President William Hunter has already secured a good trade in factory and furniture hardwoods. He will make a specialty of mixed carload lots of fine furniture lumber, and will shortly open a yard to carry a considerable amount of this stock.

J. W. Scull, formerly of the Railroad & Car Material Company, is now located at 424 Fulton building, where he represents the Union Lumber Agency of Tacoma, Wash., the Gress Manufacturing Company of Jacksonville, Miss., and the Ramsey-Wheeler Company of Bainbridge, Ga.

The J. C. Forgie Lumber Company has been making some large shipments of Washington county white oak to the League Island Navy Yards, and is getting splendid inspection and prices for its stock.

The Johnston-Davies Lumber Company is shipping a large amount of oak for export trade to the boat builders. It reports prices stiffening right along. E. H. Johnston of this concern is down East this week looking up the general trade.

The Newell Brothers Lumber Company, which has been in business in the Empire building for several years, has discontinued its office here on account of financial difficulties. J. A. Newell reports that the company has secured an extension from its creditors and will continue its hardwood operation at Frenchtown, W. Va., where it has a fine tract of timber.

The New Castle Box Company has bought the plant of the Lawrence County Lumber Company at New Castle for $25,000. This does not include the land, which was leased for the buildings. The superintendent of the box company is Hugh P. McIlraith.

The Germain Company of this city has won a notable decision in its suit before the Interstate Commerce Commission against the Atlantic Coast Line Railroad Company and the Louisville & Nashville Railroad Company. The matter has been in the courts for some eighteen months. The company complained that the railroads had charged nearly three times the regular lumber rate for shipping railroad ties to this point. The commission ordered the railroads to refund $3,637.28 on the shipment of thirty-two carloads of ties, as it was shown that the railroads had charged higher rates on these ties because of their scarcity, and because they wanted to prevent their shipment outside the territory controlled by these railroads.

BOSTON

The partnership existing between James A. and D. A. Cruikshank, lumber dealers, New Marlboro, has been dissolved by mutual consent and the business will be continued by the former.

Fire recently destroyed two large warehouses belonging to the Williams Manufacturing Company, Northampton, Mass. The loss is given as $30,000, fully covered by insurance.

Charles H. Lang, Jr., who for several years has been treasurer of the Heywood Brothers & Wakefield Company, Wakefield, Mass., has been elected president of the company. The company has factories in Wakefield and Gardner, Mass., and Chicago, Ill.

The Noyes & Knowles Lumber Company has been incorporated in Kittery, Me., with a capital stock of $50,000. The organizers are C. E. Smothers and Horace Mitchell of Kittery, Me.; Walter D. Noyes and William Clark of Boston and George F. Knowles of Barnstead, N. H.

The Crown Lumber Company, Springfield, Mass., has been incorporated with a capital stock of $40,000. The incorporators are William W. Gowen, M. A. Ward and Thomas H. Kirkland.

The Paine Furniture Company of Boston will soon erect a new plant in Boston. The new building will be ten stories high, of fireproof construction, and will cost about $1,100.000, including the land. The company is a large manufacturer and seller of furniture and has been in business in Boston for seventy-three years.

BALTIMORE

The strike of the stevedores, which has continued for weeks, was formally ended Saturday, July 13, when the stevedores agreed to go back to work at an advance in pay as demanded by them, but without recognition of the union which they had formed to make the demands. One of the results of the settlement has been a heavy movement of export stocks, which suggests the possibility of congestion on the other side if the forwardings keep up.

Largely through the efforts of the National Lumber Exporters' Association, a signal victory has been achieved over the railroads with terminals at Norfolk, Va., in the matter of through bills of lading. Some time ago the railroads served notice on the lumber and log exporters that after Aug. 1 they would refuse to issue through bills of lading or exchange local bills for through documents. The N. L. E. A., with other organizations, promptly went to work to combat the order, and made out such a strong case that the Southern Railway has now informed the exporters that the order has been indefinitely postponed. The Seaboard Air Line has also virtually nullified the order, specifying only that the railroad shall be informed as to the time of the probable departure of the steamer for which a shipment is intended. As this has always been the practice of the port, the matter is settled inso-far as that railroad is concerned. No answer has yet been received from the Atlantic Coast Line, but difficulty with the company is not apprehended.

The National Lumber Exporters' Association is interested in efforts being made by the exporters who ship through New Orleans to enable these shippers to secure contracts with the steamship companies on what might be termed reasonable rates. There have been sharp and repeated advances in the rates, until the exporters do not know where they stand. Some of the shippers, tiring of the wait, have made individual contracts, but many of them find themselves subject to the variations in the rates that may be adopted from time to time. So far the special committee intrusted with the handling of the subject has not been able to accomplish anything.

Thomas Hughes, who has been operating three sawmills at Troutdale, Va., and other nearby places in southwestern Virginia, and who recently became treasurer of the Thomas Hughes Lumber Company, incorporated under the laws of Maryland to carry on the wholesale business, has, owing to differences with some of his connections in southwestern Virginia, made a deed of trust with Attorney Buchanan of Marion, Va., as trustee. The assets are put at $87,000 and the liabilities at $62,000. With proper handling of the assets, it is estimated that all creditors will be paid dollar for dollar, with a handsome balance remaining.

The Kidd & Buckingham Lumber Company, dealer in hardwoods on South Sharp street, which recently leased a large lot at Scott and Ridgely streets from the Baltimore and Ohio Railroad Company, with the privilege of buying at any time during the life of the lease, will erect a brick office building on the lot and will move its yard there as soon as possible.

COLUMBUS

The W. M. Ritter Lumber Company of Columbus has made a number of changes in its sales force. L. L. Farnham, who was under James Patton in New York city, has been placed in central and western Pennsylvania territory. W. L. Worley, formerly located at Indianapolis, with Indiana as his territory, has been placed at Buffalo in charge of northern New York territory. H. L. Albaugh, who was connected with the Ritter company up until a few years ago, has returned to the company and will cover Indiana with headquarters at Cincinnati. G. W. Humphrey and M. H. Welch, both of whom covered the northern part of New York state, have left the employ of the company. J. W. Mayhew was called to northern Pennsylvania on business about the middle of July. W. M. Ritter, head of the company, left recently for his annual vacation trip to the White mountains.

F. B. Pryor, connected with the sales force of the W. M. Ritter Lumber Company, reports the hardwood trade holding up well. He says that July, 1912, is ahead of July, 1911 or 1910, which is unusual. Orders from retailers and manufacturers are coming in better, while many are asking for immediate shipment. Mr. Pryor says one of the features of the trade is the line of poplar orders which are coming in, panel No. 1 being especially strong.

The Taylor County Lumber Company of Dayton, O., has been incorporated with a capital stock of $25,000 to operate a sawmill. The incorporators are Peter Kuntz, Jr., J. A. Payne, W. L. Roach and J. W. Roach.

L. B. Schneider, sales manager of the John R. Gobey Lumber Company, says business is very active in nearly all lines of hardwoods, prices are holding up firm and there is no falling off

in orders as is usual for the midsummer inventory period.

H. C. Buskirk, sales manager of the General Lumber Company, reports a very strong market in hardwoods. He says orders from manufacturers are coming in better and that prices are ruling very firm.

J. A. Ford of the Imperial Lumber Company reports active conditions and firm prices in hardwoods. He says dry stocks are light and there is no tendency to weaken in any respect.

H. M. Hayward of the M. A. Hayward & Son Lumber Company says the hardwood market has not changed from the previous fortnight. Orders are coming in well, especially for hardwood flooring, and prices are ruling firm.

INDIANAPOLIS

The cabinet works, planing mill and lumber mill of the Ross Brothers Lumber Company at Waynesville were recently destroyed by fire, the loss being $12,000, on which there was no insurance.

Fred C. Gardner, treasurer of E. C. Atkins & Co., was recently appointed receiver for the Atlas Engine Works and will offer the property for sale July 29.

C. E. Mathis has resigned as cashier of the New Orleans, La., branch of E. C. Atkins & Co. and has returned to this city as cashier for The Avery Company.

The Studebaker Brothers Manufacturing Company at South Bend is erecting the largest dry kiln in the state. It will be four stories high, 600x244 feet, and will be of concrete construction. The cost will be $300,000.

With an authorized capitalization of $5,000 the W. R. Drinkard Veneer Company has been organized and incorporated by W. R. Drinkard of the Drinkard-Dungan Veneer Company, H. J. Barnard of the Central Veneer Company and M. Drinkard.

J. F. Bird, J. S. Roehne and C. W. Smith have organized the Southern Indiana Bending Company at Depauw and will conduct a bending and lumber manufacturing business. The company has been incorporated with an authorized capitalization of $10,000.

O. D. Haskett has been made a member of the local board of managers to arrange for the National Conservation Congress to be held in this city in October. The board has opened headquarters in the Talbott block.

E. C. Atkins & Co. have presented a dinner gong made from saw steel to the Cheeryvale fresh air farm conducted by the Indianapolis News.

MEMPHIS

Weather conditions throughout this territory during the past fortnight have been favorable for work in the woods. The rainfall has been comparatively limited, and there has been very little interference with logging operations. The Valley Log Loading Company states that the supply of logs offered for loading is reasonably full, and that it is doing a very satisfactory business. Most firms have timber enough to keep them in steady operation and in some instances a supply is being accumulated for later needs. Under these conditions the production of hardwood lumber is making good progress and indications are that there will be a return to something like normal relations between supply and demand in the near future.

The car situation continues good. Most firms here say that they are able to secure all the cars needed for the handling of shipments of lumber, but reports are being received from points in Mississippi to the effect that the car shortage is somewhat pronounced and that the service is not by any means satisfactory. So far as the local situation is concerned, the most serious complaint of the lumbermen is that the Illinois Central Railroad Company is not placing cars promptly for loading and is also slow in moving them after they have been loaded. Complaint is also made that it is very difficult to trace cars which have been shipped over the Illinois Central road.

W. H. Greble has accepted the position of sales manager for the Gayoso Lumber Company, having recently resigned a similar position with the Three States Lumber Company. Mr. Greble has had a very wide experience in the handling of southern hardwoods and also brings to his new position a splendid acquaintance with the hardwood trade of the country. The Gayoso Lumber Company has been expanding during the past few months. It owns timber lands in Mississippi from which the timber is being cut and manufactured into timber for its account. It has also opened yards at Cairo, Ill. Mr. Greble will have charge of the sales end of the business at both Cairo and Memphis.

M. B. Cooper has succeeded Mr. Greble as sales manager for the Three States Lumber Company. Mr. Cooper was connected with the company for several years at its mill at Burdette, Ark. For the past several years he has been located in the Memphis offices. He has had considerable experience in the hardwood business, and his many friends are predicting that he will give a good account of himself in his new work. The principal offices of the Three States Lumber Company are maintained at Memphis, with W. A. Gilchrist in charge.

Work has already been begun on the plant of the Chickasaw Cooperage Company at Binghamton, and will be rushed as rapidly as possible. This company intended to double the capacity of its plant at North Front street and Sycamore avenue, but it abandoned this idea on account of the inability of the city authorities to give any assurance of protection from high water. The present plant is subject to overflow and the company decided that it would not build another plant where it would be handicapped during periods of high water. The new plant is to be used largely for the manufacture of tight heading and staves, while the old plant will be used principally for finishing purposes. All stock of the company will be kept at the new plant. Some of the machinery has already been purchased for the addition, but the management is holding back on some of it in order to watch certain experiments which are now being made. It is the desire of those in control to make the plant as up to date as possible.

A number of prominent lumber firms at Memphis have, through the Memphis Freight Bureau, filed a petition with the Interstate Commerce Commission, alleging discrimination against Memphis on shipments of lumber from originating points in Mississippi and Louisiana. Readers of HARDWOOD RECORD will recall that a few years ago the railroads in question put into effect an advance of two cents per hundred pounds on lumber shipments from points in Mississippi and Louisiana to Cairo and other Ohio river crossings. The yellow pine association fought this advance and finally succeeded in having it declared unreasonable by the Interstate Commerce Commission. It was therefore discontinued. About the time this advance was made effective, advances were also put into effect from Louisiana and Mississippi points to this city. This rate is still in effect, whereas the other advance has been discontinued. It is therefore alleged that Memphis is discriminated against as in favor of Cairo and other Ohio river crossings. Chicago and other northern markets.

George C. Brown & Co., Memphis, have filed the necessary papers with the Arkansas authorities, showing that they have $90,000 of their capital stock of $150,000 employed in that state. Although this firm has its headquarters in Memphis, its principal point of milling operations is at Proctor, Ark., where it completed a big band mill some months ago and where it acquired about 6,500 acres of hardwood timber land. The papers in question show that F. R. Stratton has been named for service in Arkansas, with headquarters at Proctor.

Much interest is felt among lumbermen over the announcement of the letting of contracts for repairs of all the breaks in the levee system of the Mississippi valley, growing out of the recent flood waters in the Mississippi. Major Clarke S. Smith is authority for the statement that the work is to be completed by Dec. 31, and that the government has reserved the right to employ sufficient men to accomplish this work by that time if the contractors themselves do not have large enough forces therefor. Lumber interests at Memphis have extensive timber lands and other holdings in the territory subject to overflow and it is because of this fact that there is so much interest felt in this work. Some of the most prominent lumber and wood-working enterprises in the St. Francis valley in Arkansas as well as in the territory around Beulah, Miss., had their plants overflowed as a result of the breaks in the levee systems which are now to be repaired.

A. L. Foster, for years assistant treasurer of the J. W. Thompson Lumber Company, and a most prominent worker in the Lumbermen's Club of Memphis, has been appointed general agent of the Hartford Life Insurance Company, with headquarters at Memphis.

EVANSVILLE

Bedna Young and Claude Maley of Young & Cutsinger and Maley & Wertz were in Louisville last week attending the milling-in-transit hearing held there on July 17 by Special Examiner Hillyer for the Interstate Commerce Commission. They were accompanied by T. C. Hanley and W. S. Partington from their respective offices. They also attended the hearing held there on July 25, when the subject of the milling-in-transit tariff of the Louisville and Nashville railroad was discussed. Some important developments are expected from these hearings and the result is being watched closely by local mill men.

J. W. Bertrand of the Henry Maley Lumber Company of Yazoo City, Miss., accompanied by his wife, paid a visit to friends and relatives here recently. Mr. Bertrand said prospects were bright for a good season for his company.

Members of the Evansville Lumbermen's Club are invited by President Albert Starbuck of the Pike County Racing Association to attend the third annual meet to be held at Petersburg, Ind., July 30 to August 2.

NASHVILLE

The Talbot Furniture Company, capitalized at $35,000, has been formed here by V. B., W. E. and D. W. C. Talbot, T. M. Campbell and T. G. Kittrell. The company will manufacture and deal in furniture, operate sawmills and deal in lumber and lumber products.

Gilleland & Co. propose to locate a $10,000 plant at Clarksville, handling all kinds of timber.

A good delegation of local members of the trade attended a week end fishing trip last week to Camp Lively, the summer home of C. M. Morford, vice-president of the Nashville Lumbermen's Club, near McMinnville.

Baker, Jacobs & Co. have sold 250,000 feet of fine quartered oak to Wister, Underhill & Nixon of Philadelphia.

The Althauser-Webster-Weaver Lumber Company will have its big hardwood mill at Parmleyville, Ky., in operation about August 1, with a daily output of 15,000 feet. Most of the output will go to Cincinnati.

The Southern Lumber & Manufacturing Company of this city has replaced and equipped the buildings recently destroyed by fire. It has also purchased 5,400 acres of fine timber land in White county and will erect mills for the development of the property.

The Lee Booth Furniture Company has been formed here with $2,000 capital. Lee Booth, Alice E. Bateman, J. S. Watson and others are incorporators.

T. F. Bonner has severed his connection with the Standard Furniture Company, with which he has long been connected, to head the company he and associates recently formed.

BRISTOL

An important deal was made last week when Ellis H. Wilkinson of the J. A. Wilkinson Lumber Company individuallly purchased the plant and business of the Beaver Dam Manufacturing Company, at Damascus, Va. The price paid was $40,000. Mr. Wilkinson is now in charge of the property and is organizing a new company to take over everything. He will move to Damascus and will personally look after the plant, which employs about fifty men and is devoted to the manufacture of table tops and hardwood novelties.

A number of Bristol lumbermen attended the Hoo-Hoo annual meeting at Asheville last week. Returning delegates report that it was a big success and largely attended. The holding of the annual meeting in this section of the South will give an impetus to the fraternity that it has long needed.

O. H. Vial has returned from Waynesville, N. C., where he is putting in a logging road preparatory to the installation of a large band mill in connection with the development of a big area of timber recently acquired by himself and associates.

Eastern hardwood buyers on the local market report that the prospects for trade this fall are much brighter, although things are a trifle dull just now, due to the midsummer season. Shipments here have been fair, and some nice orders have been received recently by local yards.

The Peter-McCain Lumber Company is about ready to start its band mill in Bristol for the manufacture of the timber on a new tract which it recently secured from Andrew Smalling in the Holston mountains near this city.

J. C. Campbell of Marion, Va., who is connected with the United States Spruce Company, which has a band mill at Marion and another in Grayson county, Virginia, was here this week. Mr. Campbell has become interested in another large timber proposition in western North Carolina.

The Paxton Lumber Company of this city is operating a new mill near Charleston, W. Va. Fred K. Paxton is now at Charleston and is giving his time largely to the new operation.

LOUISVILLE

Members of the Louisville Hardwood Club enjoyed an open-air dinner served at the plant of the Edward L. Davis Lumber Company a few weeks ago. The repast was the first of the kind provided this summer. Mrs. Edward L. Davis and Mrs. C. M. Sears, wives of the officers of the company, aided in making it a success.

Recent speakers on business subjects at the meetings of the Louisville Hardwood Club have been C. M. Sears of the Edward L. Davis Lumber Company, P. G. Booker of the Booker-Cecil Company, and Harry E. Kline of the Louisville Veneer Mills. Smith Milton of the Louisville Point Lumber Company is to be heard shortly.

Those who attended the Interstate Commerce Commission hearing in Louisville July 25, at which evidence as to the regulations to be used in applying milling-in-transit regulations was discussed, were impressed with the fact that the examiner was in favor of the institution of a system of inspection and policing for the purpose of preventing the substitution of tonnage in an unlawful manner. The issue was whether or not this would involve a physical separation of lumber manufactured from transit and non-transit logs. The lumbermen asserted that this would be the case, while the carriers, backed up, apparently, by the examiner, held that merely a clerical operation will be sufficient. Unless strong evidence to the contrary is presented, it may be assumed that the commission will order the railroads to provide a sufficiently stringent inspection system to prevent transit privileges being applied to any tonnage except that which originated in transit territory.

Lumbermen who are carrying fire insurance in reciprocal or inter-insurance organizations have been informed that the insurance department of the state has been advised that this is legal, as far as corporations are concerned. Representatives of old-line companies sought to show that for corporations to engage in inter-insurance projects is to exceed the authority granted them in their charters.

Gamble Brothers, operating a lumber plant in Highland Park, south of Louisville, have increased their capacity by the installation of additional machinery.

MILWAUKEE

The Red Cliff Lumber Company has sold its sawmill north of Bayfield to Mutchenbacker Brothers, of Swan River, Manitoba.

The planing mill of the Sindahl & Matheson Company, Neenah, which was destroyed by fire some time ago, causing a loss of $10,000, is being replaced by one of the most modern plants in the state.

The plant of the Western Parlor Frame Company at Plymouth, has been sold by Peter W. Wolf to George C. Mass and August Albrecht for $15,000.

A company manufacturing wood-working machinery under its own new patents, formed in Sheboygan some time ago with a $10,000 capital under the name of the Sheboygan Machine Company, is now occupying the DeLand building on Jefferson avenue. The building has been remodeled and new machinery, with individual motors, has been installed. Fred Karste, Jr., is president of the new concern, and Charles Kummers is secretary.

The Heineman Lumber Company has started work on its new plant at Merrill. Side tracks and an office building are under construction, and the site of the new mill is being cleared. The mill from Rhinelander is being shipped to Merrill, as are the boiler house and boilers from Heineman. Plenty of logs are now on hand and as soon as the mill is completed sawing will be started.

Changes in the offices of the Phoenix Furniture Company at Eau Claire have recently been made. George H. Blystone, secretary and treasurer, has disposed of his stock to E. U. Loether, who will assume the offices of secretary and treasurer. The company is engaged in the manufacture of bank and bar fixtures and certain kinds of furniture.

The Chippewa Lumber & Boom Company is disposing of its big mill, power plant and equipment. The engine used to haul lumber from the mill to the upper yards has been sold to St. Paul parties, as were several pieces of planing mill machinery.

Rufus E. MacFarlans, for forty years a resident of Grand Rapids, and engaged extensively in lumbering in that city, died recently at the age of seventy-eight years.

The death of Henry C. Scott, pioneer lumberman and mill owner, occurred recently at Omro. He is survived by his second wife, two daughters and one son.

The Dickenson Lumber Company, Beaver Dam, is making improvements at its plant. The concern is now having a 2,000-ton coal elevator erected in its yards. It is to be a structure measuring 28x70 feet and 52 feet high.

The Ellingson-Schmidt Lumber Company of Milan has been incorporated with a capital stock of $12,000. The company will manufacture lumber and deal in logs, lumber, laths, shingles and sash and doors. Martin Ellingson, Emil Schade, Chas. F. Schmidt and Arsan A. Fancher are the incorporators.

The Menasha Woodenware Company of Menasha, has sold 10,000 acres of cut-over lands twelve miles from Rhinelander to L. Stark.

The Wachsmuth Lumber Company at Bayfield, is still running day and night shifts since it started up for the season in May. The sawmill is cleaning up about 225,000 feet daily, and the shingle and lath mills are running full capacity. Improvements are being made at the company's log pond so that lumber can be sawed at the mill all through the winter months. The supply of timber will be sufficient to keep the mill running for several years more.

DETROIT

The Wabash Railroad and the Michigan Central Railroad have taken steps to guard against a repetition next winter of the freight congestion which has greatly injured Detroit industries the past few months. Lumber dealers especially have been hard hit through delayed shipments. The Wabash is to construct a new freight terminal at Brooklyn avenue while the Michigan Central Railroad will build two and a quarter miles of new spur track to tap the Toledo division, and thereby permit the more rapid handling of freight cars.

The Dwight Lumber Company reports a good demand for its special brand of thin hardwood flooring and the Dwight mill is very busy turning out orders.

The Thomas Forman Company reports increased orders and inquiries. Several large cargoes of hardwood lumber have been received at this company's docks in the past two weeks.

Builders report that they have been handicapped by difficulty in securing labor and delay in delivery of material. Nevertheless construction work is progressing favorably.

The Hardwood Market

CHICAGO

The local trade generally reports a noticeable summer dullness in hardwood which, however, is not marked enough to give any alarm. The local situation presents various phases, and it is rather difficult to arrive at a satisfactory analysis of conditions here.

Chicago building operations are active and are demanding their quota of hardwoods for finishing purposes. As a consequence the yard trade is continuing to be an active element of the lumber business.

Wholesalers doing business in northern hardwoods report extreme difficulty in securing sufficient stock, while from the South shipments are coming in with increasing regularity and promptness. In both instances there is no particular difficulty in getting orders on the ordinary run of stock. The usual condition of firm prices and steady sale and good demand is evident in the low grades, while in most of the upper grades a normal consumption and fairly satisfactory level of prices is being maintained. Though the trade is cheerful as to prospects in the next few months, it seems to have accepted the present situation without any forebodings.

NEW YORK

The hardwood inquiry keeps up and the volume is fairly heavy. Prices continue steady, and a scarcity of some stocks is reported. Oak, ash and poplar are the leaders in activity. Birch and maple continue strong in demand and price. Orders are for immediate demand and stocks carried are not up to normal. The retail department shows trade moving in better volume than a year ago, which would indicate a better condition generally.

BUFFALO

Hardwoods are not in very active demand. However, the yards find a fairly good amount of business moving, considering the season. The expectation is that trade will run along evenly during the remainder of the summer and grow into normal increase of activity this fall, as is the usual custom. Stocks in local yards are not heavy, and prices remain about as firm as at any time during the past few months.

Plain oak, maple, birch and one or two other woods lead in inquiry. Brown ash shows increased sales and larger demand for basswood is noted. Poplar continues quiet, but low-grades are especially firm. There is a good sale reported for hardwood flooring.

PHILADELPHIA

There has been no appreciable change in the hardwood market during the last fortnight. Conditions at mill ends prevent the forcing of products, in consequence of which prices are well maintained. The demand continues normal for this time of the year and probably is a little better than was anticipated considering the lack of zeal in buying by the wholesale consuming industries.

The respective positions of the hardwoods have not changed during the fortnight. Plain and quartered oak remain in front rank; chestnut keeps steady and sound wormy has a good call. Ash, birch and beech find a fair market, and poplar has not shown any further weakening. The floods in the Louisiana and Mississippi districts have interfered largely with the manufacture of cypress, consequently the stock is none too heavy and prices hold firm.

PITTSBURGH

The hardwood market is holding up well considering the season of the year. A good sprinkling of orders is coming in and shipments are good. The tendency in prices is constantly upward. Oak especially shares in this upward movement and is probably in the best shape, all things considered, that it has been for years. Factory hardwood, including maple, birch, walnut, cherry, ash and hickory are good sellers, the main trouble being to get stock. There is no car shortage, collections are good, the demand is much better than last summer, and general conditions point to a thrifty and growing hardwood market this fall.

BOSTON

There has not been the snap to the demand for hardwood lumber that was expected by some dealers this month, although as a whole it has been fairly satisfactory. The retail yard trade is active but retailers have not been willing to greatly anticipate their wants for several weeks. Manufacturing consumers are fair sized buyers. There has been a steady call for veneers, and manufacturers are keeping their plants running close to capacity.

One of the strongest features of the market is plain oak. Offerings of dry lumber have been light for several weeks, and manufacturers display no anxiety to force new business. All thicknesses are in demand at firm prices and a further increase in price is predicted. The market for quartered oak is not as firm as the plain oak market, although prices are held with more firmness than for some time. Birch has been in very good call recently and ash is in better demand. Cherry has not attracted a large volume of business in this market. Walnut is high and scarce with a fair inquiry. Maple flooring is selling better and chestnut has shown some improvement.

BALTIMORE

Nothing has occurred in the last two weeks to give a less favorable aspect to the hardwood trade, if the export business be excepted in some of its phases. All stocks are in good even excellent demand, and the range of prices is not only well sustained, but some quotations are higher. No important changes are to be noted in the price, but the general tendency is toward an advanced level, and a gain in activity has been noted in the last two weeks. Buyers are apparently disposed to make more adequate provisions for future needs, and mills are still in a position to ship out stocks as fast as they can be made ready. This applies to poplar, and especially to sound wormy chestnut, which wood, after a protracted period of inactivity, has taken a firm hold upon the trade. Good dry oak is always an excellent seller and the prices offered are higher. The one phase of the situation which gives rise to some reservations when conditions are summed up, is the export business, which is still being hampered by the strike of the dock workers in London. Stocks are entering Great Britain through other ports, of course, but the protracted troubles at London are nevertheless likely to be reflected over a wide area. Another development that is giving pause is the liberal shipments from the Atlantic ports of the United States, among them Baltimore. The termination of the stevedores' strike has imparted a decided impetus to the exports of hardwoods, and oak planks have been going forward in such quantities as to give rise to a fear that congestion on the other side may ensue. Still the absorptive capacity of the foreign markets, so far from being impaired, seems to be expanding.

COLUMBUS

The hardwood market in Columbus and central Ohio continues active despite the usual summer dullness. Orders are coming in well both from retailers and factories, and the volume of business is keeping up remarkably well. Manufacturers and jobbers report a better business for July, 1912, than in July of the two previous years. In some cases the volume of business has been ahead of June of this year. One of the best features is the good movement of all grades and varieties. There is no especial accumulation of stocks as dry stocks in the hands of mill owners are scarce. The movement of the lower grades is good. Prices are ruling firm, and there is no tendency to reduce the list in any of the varieties or grades.

Quartered oak has been moving well and prices are firm. There is a good demand for both white and red plain oak and quotations are ruling high. Chestnut is one of the strongest points in the market, and the demand is especially good for sound wormy. Basswood is in good demand. Poplar is stronger and one of its characteristics is the demand for wide sizes which have been a little slow. Other hardwoods are unchanged.

INDIANAPOLIS

The local hardwood business has been fairly satisfactory. Inquiries are strong and a number of sales have been made in the last two weeks. Prices continue to hold their own. No marked advance in trade is expected during the remainder of the summer. Retailers continue to order cautiously and are merely replenishing stocks as stuff is needed. Automobile concerns are taking on renewed activity, having started their 1913 season.

EVANSVILLE

The hardwood market in this territory is in excellent condition at the present time, considering the usual midsummer dullness. With a few exceptions local mills have been running regularly during the past month. However, stocks have been reduced slightly. The demand for interior finish and flooring lumber has been very good. Ash and plain oak continue to be in good demand. Poplar is slow at present, the lower grades, No. 2 and No. 3, being in better demand than the upper grades. Prices, generally speaking, are holding their own.

MEMPHIS

The demand for hardwood lumber here continues reasonably active. There has been a slight expansion in the volume of business during the past few days, and lumbermen are inclined to believe that there will be a satisfactory volume of business during the remainder of the season. The production of hardwood lumber has increased considerably during the past three or four weeks, and the prospective supply of lumber is therefore large. The fact remains, however, that there is no surplus of dry stock at the moment and that those who have lumber of this character immediately available for shipment are securing very satisfactory prices. The export demand is said to be quite active. Plain oak is in good demand in both the higher and lower grades as well as in both red and white, the supply of which is not large. Quartered oak is in rather more active request in the lower than in the upper grades. Prices are reasonably well maintained. Ash is moving well in stock thicker than one inch. Manufacturers of automobiles, wagons, carriages and machinery are in the market for dimension stock. Cottonwood is in active demand in the lower grades and prices are very firm. The box factories are consuming large quantities of low-grade stock and most of the operators of such plants are in the market for lumber of this character. The upper grades are in very good request and prices are firm. There are very few box boards for sale and prices thereon are quite strong. Gum is a ready seller in practically all grades. Red gum is commanding exceptional values and sap gum is also in more active request than for a long while. The lower grades of gum are relatively scarce and prices are considered very satisfactory.

The demand for hardwood and yellow pine lumber and timber from the railroad companies is larger now than it has been for a long time. Members of the trade here say that they are shipping more lumber to the railroads directly or indirectly than for a long time and reports reaching here from Meridian and other points in the yellow pine territory are to the effect that most of the manufacturers of lumber and timber are behind with orders. This increased activity on the part of the railroad companies is regarded as one of the most important developments recently coming to light in the lumber trade.

NASHVILLE

The local trade has been of good volume during the fortnight. Values are steady, and advanced prices are frequently quoted. Plain oak is still leading in demand. Quartered oak shows improvement. Chestnut, ash, cottonwood, gum, hickory, maple and birch are steady. The demand for walnut has been unusually active. There is good demand for hardwood flooring. The box business, which is always a good indica-

tion of the general condition of business, is picking up. There is continued activity in building and retailers are busy. The export trade is quiet. The usual summer dullness has failed to materialize this year, and the volume of trade has been gradually improving as the season progressed. There is a decided spirit of optimism on all sides, and a good fall season is anticipated.

BRISTOL

Bristol lumbermen report that while trade is a little dull just at this season, due to the absence from the city of so many lumbermen, the outlook is bright and business bids fair to pick up considerably toward fall. Shipments have been fair and yards have more stock than at any time during the present year. Prices are unchanged and the demand for the higher grades of stock is especially good. The movement of low-grade stock has been light during the past few weeks.

LOUISVILLE

Business has shown a noticeable improvement during the past two weeks, and July promises to finish as a much better month than had been expected. Consumers, having passed the mid-year point, are going ahead with their operations in a more confident manner, and are stocking up freely. The political situation does not appear to be exerting the influence which it did last month. Poplar is hardly as active as it has been, although the demand is still good. Plain oak continues in good call, and prices are satisfactory. Quartered oak has shown more improvement than any other item of late, and the demand seems likely to show still further increases. While prices on this commodity have not changed by reason of the stronger call, they have been satisfactory for some time, and lumbermen are content to handle the business at current quotations. Mahogany is still booming, although lumber is in much better demand than veneers, and prices are strong.

NEW ORLEANS

No change of any consequence has taken place in the local hardwood situation. Some dealers are complaining of the difficulty experienced in getting orders here from the interior, while manufacturing concerns report prices unsatisfactory. On the whole, the situation is dull, but it is hoped that when the upset condition produced by the recent floods is straightened out, things will take a turn for the better. With the gradual improvement in railroad transportation, marked progress is being made in the handling of export shipments, with the result that a large volume of business is going forward and the way is being opened for new sales. The early expiration of old ocean contracts and the certainty of higher rates thereafter is operating as a strong inducement "to make hay while the sun shines," and this may be expected to lead to a marked activity for the next few weeks. The movement of hardwood logs is keeping up for this season, and more activity is shown in this branch of the export trade than in any other. Flood conditions have been especially inconvenient to the stave movement, and during the last few weeks have interrupted what would have been a generally heavy movement. Some lack of uniformity is noted in the foreign market, and in general it may be said that the rough staves have fared somewhat better than sawed stock.

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MILWAUKEE

While the usual summer dullness is beginning to make itself felt in the local hardwood market, it is believed that the activity in the building field is such that it will carry the market over without the bad slump usually experienced during the hot summer months. Much old business has been carried over this season, and deliveries on this trade are being rushed. More new business is being received than is usually the case at this time of the year, and wholesalers are hopeful that conditions will be maintained at the present level for some time to come. The demand for the fall building trade is expected to begin earlier in August this year, and everybody is prophesying that the fall trade will make new high records this year. Furniture manufacturers here are buying very little at this time, although some of the farm implement concerns here and at other points about the state are placing some good orders.

Stocks are still light in most lines, and reports from northern Wisconsin indicate that stocks on hand are smaller than usual. Most of the northern mills are operating overtime in the effort to keep up with orders which are being received. More stock is arriving from the southern mills, although it is not all in good condition. Dry plain oak, quartered white oak, birch and maple seem to be the leaders in demand.

DETROIT

The Detroit hardwood market continues in very good condition, increased business being reported by most dealers. Prices have been very satisfactory. There has been a very good demand for plain oak, while maple also has been active. Cypress, elm and walnut have been in demand. The flooring industry continues in a flourishing condition, inquires and orders constantly increasing in volume. Many dealers have had difficulty in getting stocks because of delayed shipments due to freight congestion on the railroads.

LIVERPOOL

Business has been very brisk during the past fortnight. Arrivals have been more heavy in some directions and as they are all badly wanted very little stock has been yarded. Prices have kept very firm and with the freight position still high they are likely to do so for some months. The arrivals of mahogany have been very light since the last sale—in fact are almost as nothing when compared with the market requirements. The market rumors here were that over a million feet were required at the last sale for the American market alone and as there was not nearly that quantity on offer, the position is a serious one. Buyers on the American side are strongly advised to cover well ahead as advices are that arrivals will not come in any great quantity.

Round ash has come forward in fair quantities though some suspicions of grub has been noticed. Particularly has this been noted in this second growth wood, and shippers should be very careful. Wormy wood has no market at all at this port. This market in all its branches is exceedingly firm. Prime white lumber 2 inches and 3 inches is wanted and prices are very firm. The stock, however, must be white and not more than from five to ten per cent of brown colored ash will pass in a carload. No. 1 common ash in 1½, 2½ and 4 inches are the best spots. Round hickory logs are firm and some small arrivals this week were very eagerly taken up at advancing prices. Shippers should have no fears of shipping either ash or hickory on consignment if the quality is right.

Birch is also good but shipments are not recommended at the present time. The hot season is on and birch is a dangerous wood to handle in hot weather. The wood becomes so rapidly useless through shakes. Canary whitewood is very scarce and large wood is in great demand. Shippers always seem to make a mistake with the quality of the wood at this market. The wood usually shipped is of a poor quality but buyers on this side will pay as good a price as anyone for really prime stock. Walnut logs are also very scarce—in fact there are no logs in stock worth talking about. Prices are very firm.

GLASGOW

Since last report the market here is slightly better. The London strike seems to be practically settled and a more optimistic view of the trade is taken generally. Of course with the near approach of the annual holidays, which take place about the middle of the month, very little business is anticipated.

The demand for spruce deals and batters is very active, the market being absolutely bare of all stock except a few Riga deals which have come forward on contract. Consignments, therefore, into this market should do well and values should be firm for some time.

Increased shipments of Honduras and Tabasco mahogany boards and flitches have been sent into this market. The result of such heavy consignments is the inevitable dropping of prices and it is not in the interests of shippers to send forward further lots, especially in view of the higher freight rates now prevailing in New Orleans.

A good demand still continues for oak boards. The labor strike at Baltimore is causing the market to become conspicuously bare of all sizes, particularly five-fourth inch, six-fourth inch, and eight-fourth inch. Sizes under 1 inch are not much in request but it is anticipated that these also will find a market as soon as the labor troubles are over.

Some poplar logs of extreme size and satisfactory quality arrived from Baltimore a short time ago. They were sold at a very low price, which goes to prove that poplar, especially in the log, is, for all practical purposes, being used less and less owing to the large amount of cheap Gaboon mahogany which is regularly finding its way into this market. The demand for poplar lumber in all grades and sizes is good at very reasonable prices.

The demand for wagon and oak plank still continues. Buyers seem to be in a speculative mood, more especially after having kept out of the market for some time, thinking prices would come down. However, the opposite has taken place and they now find it difficult to contract for some sizes at any price.

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Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

WANTED

Salesmen on our New Census publications. Splendid opportunity. Men making $50 to $75 per week. RAND, McNALLY & CO., Dept. B., Chicago, Ill.

EMPLOYMENT WANTED

WANTED POSITION

as traveling salesman by a real salesman and thorough hardwood man. Acquainted with consuming trade Chicago to New York. Temperate, honest and a hustler. Very best references. Write me today. Address BOX 74, care HARDWOOD RECORD.

EMPLOYMENT WANTED

for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

WANTED

Oak bending strips. 73" to 98" long. Large or small quantities.

DELPHOS BENDING CO., Delphos, Ohio.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.

C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

WALNUT LOGS FOR SALE

Approximately 2,500 black walnut trees running 12 to 20 inches in diameter, located 1½ miles from Blencoe, Ia. For particulars address E. J. KATES, State House, Lincoln, Nebr.

TIMBER LANDS FOR SALE

FOR SALE

At a special bargain 300,000,000 feet of the very highest grade of hardwood timber, especially well located as to logging and market, in southern Mississippi; cut over 10,000 feet per acre; land in fee simple. If interested address H. H., P. O. Box 176, Mobile, Alabama.

ARE YOU INTERESTED IN GUM and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE

Longleaf yellow pine and hardwood timber tracts conveniently located to rail and water transportation are offered in the Southern states. J. H. C. BARR, Land Title Bldg., Philadelphia, Pa.

LUMBER FOR SALE

FOR SALE

5 cars 1x4" & wider Sap Gum No. 1 Com.
12 cars 1x6" & wider Bay Poplar (Tupelo) strictly 1sts and 2nds. The above is choice band sawn stock, thoroughly bone dry and straight in pile at our Ayden mill. Write for prices. AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

FOR SALE—ROCK ELM

2 cars 10/4 common and better. Choice. EDWIN D. JOHNSON LBR. CO., Old Colony Bldg., Chicago.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to move try a few lines in this department and see what a lot of inquiries they will bring you.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

INDIANA QUARTERED OAK CO., 7 East 42d St., New York, N. Y.

WANTED

Seat stock plain and quarter-sawed oak, 1⅛", 18, 20 and 22" long. Address "BOX 71," care HARDWOOD RECORD.

LUMBER WANTED

WANTED

All kinds of hardwoods, log run. Will send inspectors. GUENTHER LUMBER CO., Philadelphia, Pa.

WE ARE IN THE MARKET FOR

2" seasoned hickory 1 & 2, 12 to 16' long. RICHARD TORPIN & CO., Philadelphia, Pa.

BUSINESS OPPORTUNITIES

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address "BOX 72," care HARDWOOD RECORD.

FOR SALE

1,300 acres fertile land in southeast Missouri with cypress, gum and oak timber, one fully equipped sawmill in operation, 25M capacity, located on railroad and floating stream, a permanent sawmill proposition. An attractive farming proposition. Will sell land and mill together or separately. Address O'NEIL LUMBER CO., St. Louis, Mo.

PANEL AND VENEER PLANTS

for sale at public auction on August 15, 1912. Fully equipped, excellent condition, accessible to timber and good local market.

ERNEST CAWCROFT, Trustee, Jamestown, N. Y.

MONEY WANTED

Want party or concern needing red gum lumber to advance money on green stock, for the manufacture of St. Francis Valley, Arkansas red gum. Address "BOX 77," care HARDWOOD RECORD.

WANTED

To correspond with an experienced hardwood manufacturer who would like to buy a half interest in mill and timber in Mississippi, or if preferred, will sell entire interest.

Property is offered at half its real value. Is now in operation and making money. Address

ROOM 717, Whitney Bank Bldg.,
New Orleans, La.

MISCELLANEOUS

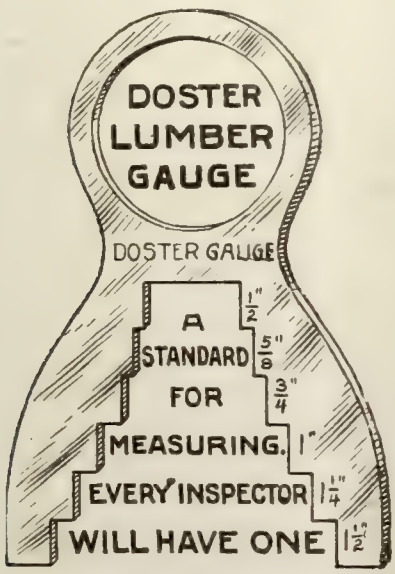
WANTED—HARDWOOD LUMBERMEN—to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.



COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



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FISHER BUILDING

Sound Wormy Chestnut

A SPECIALTY

Telephone Canal 1688

CHAS. DARLING & CO.

HARDWOOD LUMBER

22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co.

2204 S. Laflin St.

HARDWOODS

FRED D. SMITH

HARDWOOD LUMBER

1337-1343 North Branch St. CHICAGO

E. H. KLANN

Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock

819 FISHER BLDG. CENT. 3825

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY.

Established 1881

HARDWOOD LUMBER, TIMBER and TIES
CHICAGO

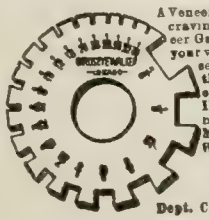
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: Mill at
22nd, Sangamon and Morgan Sts. Falcon, Miss

Printers to the Lumber Trade

We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.

SAUL BROS.

626 Federal St., Chicago



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅜ inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 83.

Dept. C **BIRD'S EYE WALKER**
CHICAGO

Gerlach Modern Machines

Produce the Cheapest and Best

COOPERAGE STOCK and BOX SHOOKS

Circular, Band and Cylinder Saws
SAW AND LOG TOOLS

THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

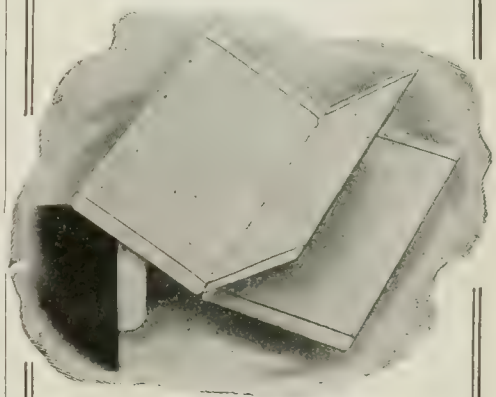
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 Dearborn St., CHICAGO

Doesn't It Look Good To You?



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

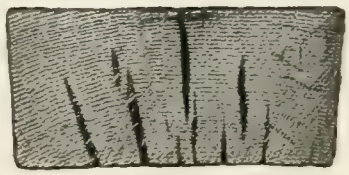
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

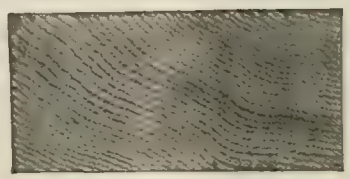
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



SIMONDS SAWS

This illustration suggests just four of the kinds of Saws which may interest you. Our factories manufacture every kind of a Saw used around a wood-working plant or sawmill.



Our aim has always been to supply Saws and Wood-working Machine Knives that will give the maximum service and at the same time do the finest kind of work with the least amount of care. Obtaining these results is the work of experience — and we have been doing it eighty years.

Simonds Manufacturing Company

Fitchburg, Mass.	Chicago, Ill.	Montreal, Que.
New York City	New Orleans, La.	Seattle, Wash.
Portland, Ore.	San Francisco, Cal.	London, Eng.
Vancouver, B. C.	Lockport, N. Y.	St. John, N. B.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

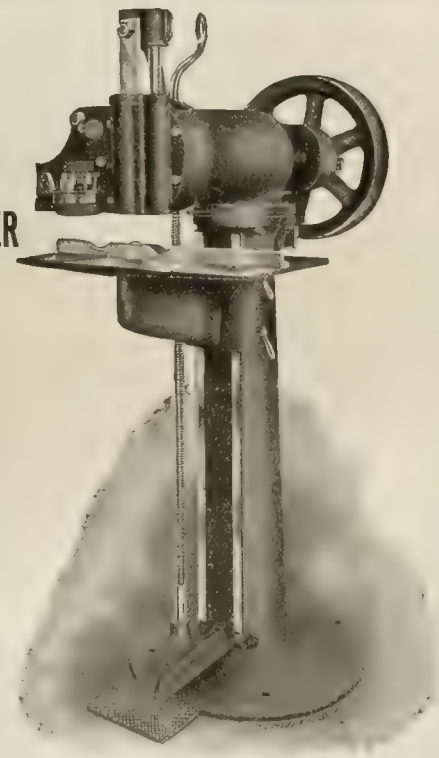
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

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ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE



STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

INDIANA

WHERE THE BEST HARDWOODS GROW

D. B. MacLaren Lumber Co.

HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY

Fort Wayne, Indiana

ANY WOOD
ANY THICKNESS

MANUFACTURERS OF VENEERS

Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

QUALITY AND PROMPT SHIPMENT
Place your orders with us and get Satisfaction and Service.

Same Attention to Small Orders as Large
WRITE US

Adams & Raymond Veneer Co.

Established 1867

Indianapolis, Ind. **U. S. A.**

WE WANT YOUR ORDERS
YOU WANT OUR VENEERS

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER Write Us

KIEL — FACTORY AND MAIN OFFICE

MELLEN — VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.
SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.
Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

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BEECH
CURLY BIRCH
OAK
MAPLE
BIRCH
BASSWOOD
BIRD'S-EYE MAPLE

SPECIALTIES:
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BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
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Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

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Cutters, Cross Banding, Drawer Bottoms.

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ROTARY CUT
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Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

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Let us send you Stock List **FORT WAYNE, IND.**

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is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

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Virgin Oak, Poplar and Chestnut. Title perfect. Ten miles from railroad. Near Murphy Branch of Southern.

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"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

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531 Michigan Trust Building, Grand Rapids, Mich.

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Can ship mixed cars

80000	4/4	Plain Red Oak 1 Com.	24000	16/4	White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4	Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4	Cottonwood 1 Com.
			20000	8/4	Cottonwood Log Run.
72000	4/4	Pl. White Oak 1s & 2s.	112000	4/4	Cypress Shop & Better.
143000	4/4	Pl. White Oak 1 Com.	26000	5/4	Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	48000	6/4	Cypress Shop & Better.
			31000	8/4	Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	26000	4/4	Gum 1s & 2s Red.
47000	4/4	Qtd. White Oak 1 Com.	27000	4/4	Gum 1s & 2s Sap.
12000	5/4	White Ash 1s & 2s.	25000	4/4	Gum Boxboards 13"-17".
13000	10/4	White Ash 1s & 2s.	38000	5/4	Gum Log Run.
			20000	6/4	Gum Log Run.

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Rotary-Cut Gum and Poplar
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We Want to Move

3 cars 2" 1sts & 2nds Cypress.
3 cars 2" Select Cypress.
3 cars 2" No. 1 Shop Cypress.
2 cars 2" No. 1 Common Cypress.
5 cars 4/4 1sts & 2nds Plain White Oak.
5 cars 4/4 No. 1 Common Plain White Oak.
10 cars 4/4 No. 3 Common Plain Oak.
5 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Qrtd. Red Oak.
2 cars 2" Log Run Soft Maple.
1 car 4/4 18" & wider Panel Cottonwood.
5 cars 3", 6" & wider mixed oak Crossing Plank.

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SAGINAW BRAND
MAPLE FLOORING
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J. & J. VINKE
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AMERICAN HARDWOODS IN LUMBER AND LOGS
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WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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Office and Mill — TOMAH, WISCONSIN
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A FEW ITEMS IN DRY HARDWOOD for prompt shipment

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1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.
Grand Rapids, Wis., Atlanta, Wis.,
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4/4" & up No. 2 & better Hard Maple
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Guaranteed to average 8" wide
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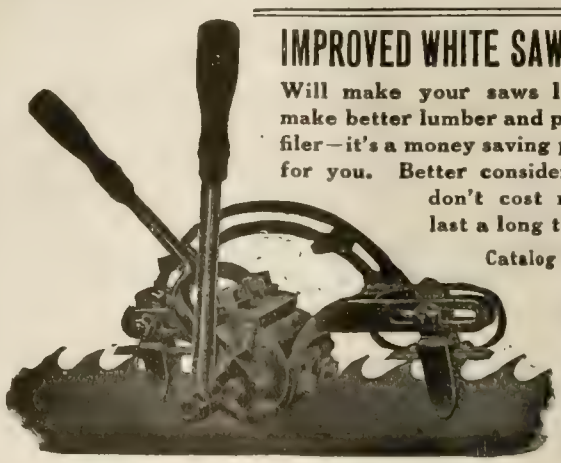
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We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber



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Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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Hardwood Dimension Stock

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POPLAR LUMBER

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All Kinds of High-Grade

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IS BEST ANSWERED BY THE ECONOMICAL AND RELIABLE TRADE MUTUALS

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SPECIAL ITEMS FOR IMMEDIATE SHIPMENT

INDIANA WHITE OAK
40,000 ft. 12/4 1st and 2nd Plain White Oak, bone dry.
55,000 ft. 10/4 1st and 2nd Plain White Oak, bone dry.
60,000 ft. 8/4 1st and 2nd Plain White Oak, bone dry.
20,000 ft. 12/4 No. 1 Com. Plain White Oak, bone dry.
65,000 ft. 8/4 No. 1 Com. Plain White Oak, bone dry.
150,000 ft. 4/4 1st and 2nd Plain White Oak, bone dry.
35,000 ft. 4/4 No. 1 Common Plain White Oak, bone dry.
15,000 ft. 10/4 No. 1 Com. Plain White Oak, bone dry.
100,000 ft. 2x6 & wider Sound Com. White Oak.

SOFT ELM
3 cars 8/4 Common and Better Soft Elm.
2 cars 12/4 Common and Better Soft Elm.
50,000 ft. 5/4 Log Run Soft Elm.

We have a good assortment of band sawn Cottonwood, Ash, Cypress, Sap Gum and plain and quartered Red Gum. Wire or write for prices for prompt shipment

DAILY CAPACITY
Red Gum, 50,000 ft.
Cypress, 30,000 ft.
Oak, 40,000 ft.
Ash, 20,000 ft.
Cottonwood, 30,000
Miscellaneous, 15,000 ft.

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

1 Car 2" No. 2 Common Walnut.
1 Car 5/4 Common Walnut.
1 Car 5/4 No. 1 Common Walnut.
1 Car 2" 1st and 2ds Plain Red Oak.
40,000 ft. African Mahogany, 1" to 2".

PROCTOR **VENEER DRYER** FIREPROOF

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UNPARALLELED SUCCESS

No Splitting Nor Checking

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Ask us for prices

on the following list of STRICTLY SOFT YELLOW POPLAR:

1 Car 1" Boxboards, 9 to 12"
2 Cars 1" Selects
2 Cars 1" Clear Saps
6 Cars 1" No. 1 Common
2 Cars 1" No. 2A Common
4 Cars 1¼" No. 1 Common
1 Car 1¼" No. 2A Common
1 Car 1½" Clear Saps
4 Cars 1½" No. 1 Common
2 Cars 1½" No. 2A Common
1 Car 1½" No. 2B Common
1 Car 2" No. 1 Common
1 Car 2" No. 2A Common
1 Car 2" No. 2B Common

The Fullerton-Powell Hardwood Lumber Co.
South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us
for Anything
in Hardwoods

COLUMBUS **OHIO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. July 12th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better	27 M
5/4 Ash No. 3 Common & Better	17 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	10 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
6/4 Cadillac Gray Elm 1s & 2s	85 M
4/4 Cadillac Gray Elm No. 1 Common	50 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	45 M
6/4 Hard Maple Step 1s & 2s	27 M
8/4 Rock Elm No. 3 Common	8 M
4/4 Hard Maple No. 3 Common	50 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. July 12th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	13 M
1x7 and up Basswood No. 1 Common	19 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	5 M
4/4 Soft Maple No. 3 Common	19 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

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FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood

This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

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20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood

This was cut and cross-piled during the past winter, and is all good average widths and lengths.

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100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood

This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

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MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

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HARDWOOD AND YELLOW PINE LUMBER

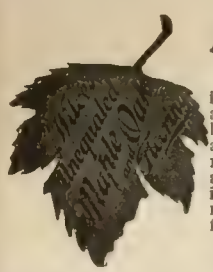
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3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

WE make a specialty of Oak Timber and Car Stock.

WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

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WHITE OAK—Plain or Quartered.
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Always carry large well assorted stock of all kinds of Hardwoods.

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"The Very Best"

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537 So. Dearborn St.,
CHICAGO

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly

LOVE, BOYD & CO., Nashville, Tenn.

Cherokee Lumber Co.

NASHVILLE, TENN.

Manufacturers of

HARDWOODS

We want to sell from 100,000 to 200,000 feet 3" 1s and 2s quartered white oak, shipments to be made at regular intervals within the next six or eight months.

The Althauser-Webster-Weaver Lumber Co.

INCORPORATED

NASHVILLE, TENNESSEE

MANUFACTURERS OF
HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

HUNTINGTON

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING

Huntington, West Virginia

YOU GET WHAT YOU BUY

TIMBER PRODUCTS
C. L. Brown

HUNTINGTON, WEST VIRGINIA
EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).
4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).
2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).
1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths.

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

If You Knew

What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

Hardwood Record :: Chicago

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8′—8′6″ Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 cars 4/4 1sts and 2nds Quartered Poplar
5 cars 4/4 No. 1 Common Quartered Poplar
1 car 5/4 1sts and 2nds Poplar
3 cars 5/4 No. 1 Common Poplar
2 cars 5/4 No. 2 Common Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 6/4 No. 2 Common Poplar
1 car 6/4 No. 4 Common Poplar

The above stock from our West Virginia Mills.

185,000 ft. 4/4 No. 1 Common Louisiana band sawn White Oak, one year old

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

A Few Items in Dry Stock

1 car 4/4 1s & 2s Plain OAK
1 car 6/4 Com. & Better Plain OAK
1 car 8/4 Com. & Better Plain OAK
4 cars 4/4 No. 1 Common Plain OAK
2 cars 4/4 1s & 2s POPLAR
1 car 4/4 Sap POPLAR
4 cars 4/4 No. 1 Com. POPLAR
2 cars 6/4 No. 1 Com. POPLAR

Send Us Your Inquiries

Boice Lumber Co., Inc.
RICHMOND, VIRGINIA

RED GUM

A few words to the users of this excellent wood and those who contemplate using it.

Many years' experience in the manufacture and marketing of this item of stock have satisfied us that in this wood, more than in any other hardwood, the successful consuming manufacturers insist upon having only **high quality** stock—not only as to grade, but manufacture and careful handling while in pile for seasoning.

Choice logs do not always produce good lumber—it depends largely upon how much care is exercised in the process of manufacture; nor does the production of high quality stock end here—it must be carefully put into piles and sufficient piling sticks used to insure its drying out flat.

When you are about to place an order for Gum, some of the essentials that suggest themselves to you are:

Full and uniform thickness.

Very dry stock that in the process of drying has remained flat and straight.

Good range of widths and lengths to assure you of a good yield of clear cuttings of various sizes you require.

Last, but not least, after placing orders you want them executed promptly and on time—also honest grading and measurement.

We are equipped with six band mills, backed by our own timber lands, to give you that kind of stock and unexcelled service.

A partial list of Red Gum ready for shipment

Amount.	Thks.	Grade.	Amount.	Thks.	Grade.
200,000′	4/4	1sts and 2nds	350,000′	4/4	No. 1 Common
50,000′	5/4	1sts and 2nds	50,000′	5/4	No. 1 Common
75,000′	6/4	1sts and 2nds	100,000′	6/4	No. 1 Common
35,000′	8/4	1sts and 2nds	.....	8/4	No. 1 Common

WRITE, PHONE OR WIRE FOR PRICES

PAEPCKE-LEICHT LUMBER COMPANY, GENERAL OFFICES CHICAGO, ILLINOIS

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand August 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
FAS Quartered White Oak, 6″ and up	60,000	.....	.....	40,000	50,000	.....	7,000	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak, 4″ and up	.....	12,000	.....	12,000	140,000	.....	.....	.....	.....	.....	.....
No. 2 Com. Qrtd. White Oak	.....	5,000	.....	.....	60,000	.....	.....	4,000	.....	.....	.....
Clear Qrtd. W. Oak Sap Strips, 2½-5½	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
FAS Plain White Oak, 6″ and up	.....	50,000	60,000	20,000	.....	20,000	15,000	12,000	3,000	.....	3,000
FAS Plain White Oak, 12″ and up	.....	.....	.....	4,000	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Plain White Oak, 4″ and up	.....	.....	.....	.....	75,000	5,000	12,000	8,000	9,000	.....	.....
FAS Plain Red Oak, 6″ and up	.....	.....	30,000	20,000	100,000	.....	.....	.....	.....	.....	1,000
No. 1 Com. Plain Red Oak, 4″ and up	.....	.....	10,000	30,000	125,000	.....	18,000	.....	.....	.....	.....
FAS Red Gum	160,000	150,000	120,000	180,000	170,000	65,000	45,000	20,000	.....	3,000	.....
FAS Quartered Red Gum	.....	.....	.....	.....	.....	.....	.....	4,000	.....	.....	.....
No. 1 Com. Red Gum	50,000	60,000	130,000	40,000	50,000	60,000	50,000	.....	.....	.....	.....
FAS Circassian Red Gum	.....	.....	.....	12,000	40,000	5,000	5,000	2,000	.....	.....	.....
Sap Gum B.B., 13″-17″	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum	60,000	50,000	80,000	90,000	110,000	50,000	50,000	30,000	.....	.....	.....
FAS Sap Gum, 18″ and up	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum, 12″ wide	.....	.....	.....	.....	16,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum	.....	60,000	25,000	.....	180,000	.....	.....	.....	.....	.....	.....
No. 2 Common Gum	70,000	30,000	.....	50,000	200,000	200,000	15,000	.....	.....	.....	.....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....
No. 1 Com. Cypress	.....	.....	.....	.....	.....	.....	.....	20,000	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	60,000	30,000	.....	.....	.....
Common and Better Tupelo Gum	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

SOME HIGH CLASS STOCK

5 cars 4/4 No. 2 Common & Better Soft Grey Elm
3 cars 6/4 No. 2 Common & Better Soft Grey Elm
2 cars 10/4 No. 2 Common & Better Soft Grey Elm
1 car 12/4 No. 2 Common & Better Soft Grey Elm

THE LOWER PENINSULA VARIETY

Write for Special Prices

THE STEARNS SALT & LUMBER COMPANY

Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

WHY NOT?

Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

OUT OF THE ORDINARY

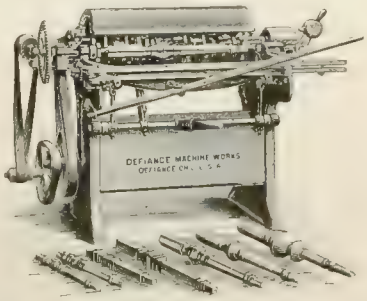
DEFIANCE

WOOD-WORKING MACHINES

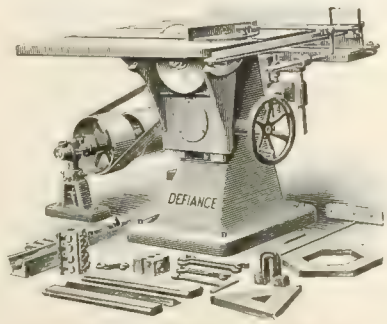
"THE IMPRINT OF SATISFACTION"

When we make our appeal for more business, it is to those who desire machines that are different from the ordinary; machines that carry with them the maximum of efficiency; free from failure or constant breakage.

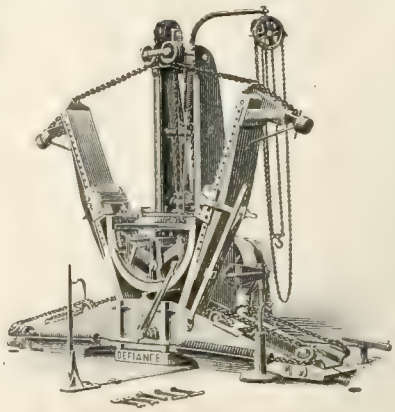
DEFIANCE machines give 100 per cent of uninterrupted service from the time of installment.



Patent Variety Lathe



No. 8 Variety Sawing, Shaping and Boring Machine



No. 50 Heavy 12" Felloe Hound and Bow Bender

DEFIANCE machines are known the world over for the superior workmanship they turn out. They have been designed, developed and refined to operate as simply, as surely and as conveniently as human brains can devise them. Nothing in their make-up that cannot be

Guaranteed to Absolutely Fulfill Our Every Claim

We Invite Your Correspondence and Solicit Your Patronage
OUR CATALOG AND PRICES ARE AT YOUR COMMAND

THE DEFIANCE MACHINE WORKS

414 Perry Street **Defiance, Ohio**

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

OUR NAME

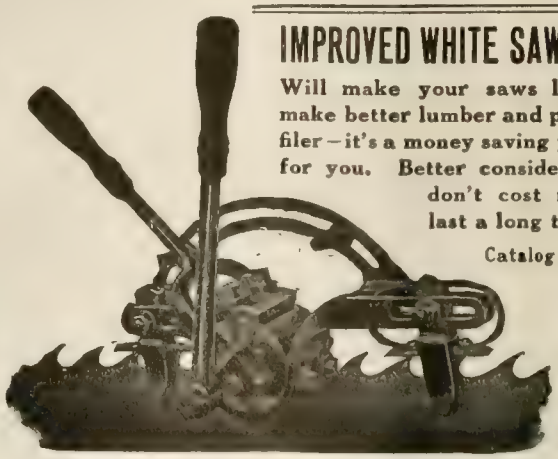
GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

The Maley, Thompson & Moffett Co.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

15 Cars 4-4 No. 1 Common Poplar
15 Cars 4-4 No. 2 Common Poplar

Band Sawn, Equalized and Thoroughly Dry. Good Width and Lengths.

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company
MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

CINCINNATI

THE GATEWAY OF THE SOUTH

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

CONASAUGA LUMBER COMPANY

General Sales Office, - Fourth National Bank Building
CINCINNATI, OHIO

Manufacturers of Rough and Dressed

POPLAR AND HARDWOODS

White Pine, Yellow Pine and Cypress

Saw and planing mills, Conasauga, Tenn.—35,000,000 feet annual output—Business of wholesale consuming trade solicited

E. C. Bradley Lumber Co.

702 Gerke Building, Cincinnati, Ohio

1 car 4/4 1s and 2s Cherry.
1 car 1" Log Run Cherry.
100,000 ft. 4/4 Sound Wormy Chestnut
100,000 ft. 4/4 Log Run Maple
One car 8/4 Log Run Maple
30,000 ft. 4/4 No. 2 Common Poplar.
15,000 ft. 4/4 Clear Sap Poplar.
13,500 ft. 4/4 No. 1 Panel Poplar, 18" to 24" wide.
14,000 ft. 4/4 No. 1 Panel Poplar, 24" & up, 30% 34" and up, 50 to 60% 14' & 16' long.
75 pcs. 1" No. 1 Panel Poplar, 39" to 48" wide, 16' long.
72 pcs. 1" No. 1 Panel Poplar, 24" to 39", 16' long.

All of the above is band sawed, good widths and lengths, and we can make prompt shipment

WE SELL "SERVICE"

in connection with a full line of OAK, GUM, POPLAR, and other HARDWOODS

If you appreciate "service," in all its details, write, wire or phone

THE M. B. FARRIN LUMBER CO.
CINCINNATI, OHIO

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 & Panel Sap Gum, 21" to 25".
2 cars 4/4" 1 & 2 Red Gum, 18" to 27".
3 cars 4/4 No. 1 Com. Qrtd. Red Oak.
2 cars 4/4 1 & 2 Pl. Red Oak, 12" & up.
1 car 4/4 No. 1 Com. Qrtd. White Oak.
1 car 12/4 1 & 2 Pl. White Oak.
2 cars 4/4" Sd. Wrmy. & No. 2 Com. Qrtd. Chestnut.
3 cars 4/4 1 & 2 Poplar.
1 car each 12/4" No. 1 Com. Selects & 1 & 2 Poplar.
1 car each 4/4 No. 1 Com. & 1st & 2nds Ash.
1 car 4/4, 5/4 & 6/4 1 & 2 Ash, 12" & up wide.
1 car 8/4", 10/4, 12/4 & 16/4" 1 & 2 Ash, 12" & up wide.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET

CINCINNATI

KENTUCKY

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

FALLS CITY LUMBER COMPANY

LOUISVILLE, KENTUCKY

T. & P. No. 11644—6,515 ft. 6/4 No. 1 Common Plain Red Oak.
5,244 ft. 5/4 No. 1 Common Plain Red Oak.
80 per cent 14 and 16 ft.
L. S. & M. S. No. 42783—11,436 ft. 4/4 1s and 2s Plain Red Oak.
85 per cent 12 ft., 15 per cent 10 ft.
I. C. No. 26629—6,105 ft. 6/4 1s and 2s Quartered White Oak.
5,064 ft. 8/4 1s and 2s Quartered White Oak.
5,540 ft. 8/4 No. 1 Common Quartered White Oak.
Bone dry, 50 per cent 14 and 16 ft., good widths and nicely figured.
Mo. P. No. 37345—4,529 ft. 6/4 Common Ash.
6,808 ft. 8/4 Common Ash.
Louisiana Cane Ash, firm, strong and tough; bone dry..
Wabash No. 67266—1,097 ft. 10/4 Common Ash.
5,538 ft. 12/4 Common Ash.
3,465 ft. 6/4 Common Ash.
1,968 ft. 8/4 Common Ash.
Louisiana Ash; firm, strong and tough; bone dry.
Big 4 No. 6745—13,296 ft. 6/4 No. 1 Common Plain Red Oak.
T. & P. No. 12104—14,112 ft. 6/4 No. 1 Common Plain Red Oak.
T. & P. No. 13397—13,848 ft. 6/4 No. 1 Common Plain Red Oak.
V. R. R. No. 3220—16,322 ft. 6/4 No. 1 Common Plain Red Oak.
T. & P. No. 13025—12,025 ft. 6/4 No. 2 Common Plain Red Oak.
Band sawn; trimmed 75 per cent 14 and 16 ft., largely 16 ft.; dry and very fine stock. This applies to the last five cars.

1 car 4/4 No. 1 Common and Better Wormy Chestnut, 50 per cent 1s and 2s, 50 per cent 14 and 16 ft.
4 cars 4/4 Common Plain White Oak, 50 per cent 14 and 16 ft.
3 cars 4/4 1s and 2s Cottonwood, 12 inch to 17 inch, soft and yellow.
1 car 4/4 Select Cottonwood, 12 to 17 inch, soft and yellow.
3 cars 6/4 Common Cane Ash, Louisiana, Bone Dry.
2 cars 8/4 Common Cane Ash, Louisiana, Bone Dry.
1 car 4/4 Panel Poplar, 18 to 25 inch, 50 per cent 14 and 16 ft.; 2 years old.
2 cars 4/4 1s and 2s Poplar, 7 to 18 inch; 2 years old.
2 cars 4/4 No. 1 Common Poplar; 2 years old.
1 car 12/4 1s and 2s Poplar.
1 car 12/4 No. 1 Common Poplar.
1 car 16/4 No. 1 Common Poplar.
1 car 16/4 1s and 2s Poplar.
2 cars 4/4 Gum and Elm Crating, 6 and 8 ft. long.
2 cars 4/4 Gum and Elm Crating, 6 and 8 ft. long, resawn rough.
3 cars 4/4 1s and 2s Red Gum, all 14 and 16 ft.
3 cars 4/4 No. 1 Common Red Gum, all 14 and 16 ft.
2 cars 5/4 1s and 2s Red Gum, all 14 and 16 ft.
3 cars 5/4 1s and 2s Sap Gum, 10 to 16 ft.
5 cars 4/4 1s and 2s Sap Gum, all 14 and 16 ft.
1 car 8/4 1s and 2s Sap Gum.
1 car 8/4 No. 1 Common Sap Gum.
1 car 8/4 Common and Better Red Gum.

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. **Mills, Magnolia, Standard and 21st Sts.**

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:
DRY—IN FINE CONDITION

4,700 feet 3/4" 1s-2s Qrtd. White Oak.
15,000 feet 3/4" No. 1 Com. Qrtd. White Oak.
40,000 feet 4/4" No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼" No. 1 Com. Plain White Oak.
45,000 feet 4/4" No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4" No. 1 Com. Qrtd. Red Oak Strips, 2" & up wide.
12,000 feet 6/4" Hickory, Log Run.
16,000 feet 4/4" Hickory, Log Run.
20,000 feet 4/4" Poplar, 1s-2s Quartered.
8,000 feet 4/4" Poplar, No. 1 Com. Quartered.
13,000 feet 4/4" Poplar, Com. & Better, 12" & up x 10'.
50,000 feet 5/4" Poplar, 1s-2s & No. 1 Com., 7" to 9".
12,000 feet 4/4" Ash, 1s-2s 6" and up.
12,000 feet 6/4" Log Run Ash.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

The Time to Buy Is NOW

A certain well-known advertising agency displays as its slogan, "The time to advertise is all the time." However this may be true of advertising, it must be conceded that it is not so applicable to lumber or any other commodity which is subject to the fluctuations of the market.

But students of the situation agree that never was a time more opportune for buying than the present. Crops are certain to be far above the average; money is fairly plentiful, and the railroads are still handling a comfortable volume of business. Lumber stocks are in fair shape, and the wants of the buyer—now—can be taken care of readily at satisfactory prices.

A few months hence conditions will undergo a radical change. There is every reason to believe that most consuming interests will experience a marked stimulation, and will require largely increased supplies. It is certain that the railroads will be taxed in handling the enormous production of the harvest fields, and that traffic will move much more slowly than it is moving now. It is likewise certain that stocks will be broken and that prices will advance. If there has been any surplus of hardwoods, it has disappeared, and by the time the crest of the tide of demand reaches available stocks this fall, the relations between demand and supply are likely to undergo a surprising change.

If you use or handle lumber, you cannot afford to wait until the need becomes immediate; you cannot afford to trust to luck, nor to "let the yard-man carry the stocks" in order to save interest on the investment. If you are going to require lumber this fall, the time to buy is *now*.

While the statements we have made are general, and can be used as readily by other markets as our own, it is unnecessary to add that the facilities of our members for taking care of their customers are unexcelled, and that those who send their inquiries to Louisville will get what they ordered, plus satisfaction, raised to the *n*th power.

The Louisville Hardwood Club

Edward L. Davis Lumber Company,
C. C. Mengel & Bro. Company,
Booker-Cecil Company,
Ohio River Sawmill Company,
Norman Lumber Company,
W. P. Brown & Sons Lumber Co.,
The Louisville Veneer Mills,
Louisville Point Lumber Company.

THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

MANUFACTURERS

WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

Saw Mills Designed and Built

Plans and specifications prepared. Construction supervised. First class heavy millwright work. Entire plants surveyed. Machinery for complete mills. Fire loss adjustments. Practical sawmill engineer. Can save you money. Highest testimonials.

C. M. STEINMETZ, P. O. Box 83, Washington, D. C.

PALMER & PARKER CO.

TEAK ENGLISH OAK CIRCASSIAN WALNUT
MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS

103 Medford Street, Charlestown Dist.
BOSTON, MASS.

CHARLES HOLYOKE

141 MILK STREET, BOSTON, MASS.

HARDWOODS

WISTAR, UNDERHILL & NIXON

REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.

QUARTERED WHITE OAK

NICE FLAKY STUFF

H. D. WIGGIN

89 STATE STREET BOSTON, MASS.

MANUFACTURER HARDWOOD LUMBER

Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple

Mill at Stone Coal Junction, West Virginia

We Know How to fill your orders for all kinds of HARDWOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORING.

Give us a trial.

THOMAS E. COALE LUMBER COMPANY

FRANKLIN BANK BUILDING, PHILADELPHIA, PA.

Immediate Shipment

5 cars 4/4 No. 1 Common Yellow Poplar
4 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths

J. S. KENT CO., PHILADELPHIA

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH



LIDGERWOOD CABLEWAY SKIDDERS

LIDGERWOOD MFG. CO.
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NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER

THE EAST

LEADING MANUFACTURERS AND JOBBERS

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

HARD MAPLE

When the quality of being hard is required in Maple, Vermont or Adirondack stock should be specified. Maple will not grow harder for us than other people, but it certainly does grow harder in this section of the country than elsewhere.

WE CAN MAKE PROMPT SHIPMENTS.

New York Office
25 West 42nd St.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

CHAS. K. PARRY & CO.

Hardwood Lumber
LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

CHERRY
50 M ft. 4/4 No. 3 Common

RED OAK
2 Cars 4/4x16" and wider 1s and 2s

WE HAVE IT

W. W. DEMPSEY

Manufacturer and Wholesaler of

HARDWOODS

CYPRESS
350,000 feet 4/4 Shop & Better

SPRUCE
4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull

BAND SAWED STOCK

A LINE BRINGS PRICE BY RETURN MAIL

General Offices
Johnstown, Pa.

New York Office
No. 18 Broadway

JONES HARDWOOD COMPANY

WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

We are in the market for Plain Red and White Oak, 4/4 to 8/4" No. 1 Common and Better. We pay cash.

PEALE, CORYELL LUMBER COMPANY
FIFTH AVENUE BUILDING, 5th Ave. and 23d St., NEW YORK

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

WM. E. LITCHFIELD

MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

You can't afford to be without *The* *Gibson Tally Book*
when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.
Hardwood Record :: :: :: Chicago

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

GENERAL OFFICES:
CONTINENTAL BUILDING.

Baltimore, Maryland

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

We can make immediate shipment of the following items:

1 Car 5/4 F. A. S. Qtd. W. Oak.
3 Cars 5/4 No. 1 Com. Qtd. W. Oak.
3 Cars 4/4 Clear Qtd. W. Oak Strips, 2½ to 5½.
2 Cars 4/4 No. 1 Com. Qtd. W. Oak Strips, 2½ to 5½.
3 Cars 4/4 No. 2 Com. Qtd. W. Oak.
2 Cars 6/4 Com. and Bet. Qtd. Red Oak.
1 Car 8/4 Com. and Bet. Qtd. Red Oak.
1 Car 8/4 Com. and Bet. Qtd. White Oak.

WE HAVE A GOOD STOCK OF POPLAR 4/4 to 12/4.

SEND US YOUR INQUIRIES

FAUST BROTHERS LUMBER COMPANY

Sales Office
1657 MONADNOCK BLDG.
CHICAGO

Main Office
PADUCAH, KENTUCKY

Poplar! Poplar!! Poplar!!!

WE HAVE THE FOLLOWING BAND SAWN AND EQUALIZED POPLAR LUMBER.

1 Car 1 2 1s-2s Clear Saps, 6" and up wide.
2 Cars 5/8 1s-2s Clear Saps, 6" and up wide.
1 Car 4/4 Clear Sap Strips, 5"x6" wide.
10 Cars 4/4 1s-2s Clear Saps, 6" and up wide.
10 Cars 4/4 1s-2s Poplar, 7" to 17" wide.
5 Cars 4/4 Panel and No. 1 Poplar, 18" to 23" wide.
2 Cars 4/4 Panel and No. 1 Poplar, 24" to 37" wide.
5 Cars 4/4 Box Boards Poplar, 10" to 12" wide.
5 Cars 4/4 Box Boards Poplar, 13" to 17" wide.

LET US QUOTE YOU.

Russe & Burgess, Inc., Memphis, Tenn.

FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

ANNOUNCEMENT

Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space

OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
OAK FLOORING
BOX SHOOKS
CARRIER LUMBER & MFG. CO
SARDIS MISS.
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIV CHICAGO, AUGUST 10, 1912 No. 8

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GARDEN

Editorial Comment

General Market Conditions

This is a season that is usually afflicted with "mid-summer dullness" in lumber sales, but this year is an exception, from the fact that the hardwood business the country over is in from fair to excellent volume.

Owing to the paucity of stock on hand, very unfavorable weather conditions and a general hesitancy in business, the first three months of the year showed a decided falling off in hardwood demand over a corresponding period of 1911, but this decadence in trade has been more than regained during the succeeding months, as the volume of business for the first six months of the year is in excess of that of 1911.

Building operations in the chief commercial centers are growing apace with the advancing year. Notably in Chicago building operations are stupendous in quantity and high-class in character. Local houses distributing building woods report that their capacity for receipts and delivery is taxed to the utmost, and that the year's business promises to be one of the greatest in the history of this great city. Railroad and other corporation lumber buying is on an increasing scale.

There is still a marked complaint concerning the shortage of dry stock of several varieties, and also of deliveries of shipments, incident to failure to secure cars promptly. From the fact that during the past few months weather conditions have been very favorable for logging and lumber manufacture, and the large operators in many sections have materially increased the quantity of their output, the shortage in the general run of hardwoods very likely will diminish as the season advances. At milling points the piles of both plain and quartered oak are increasing in number, and by fall there will probably be enough stock to take care of all requirements.

The interior finish trade is consuming a large quantity of hardwoods, and the same can be said of the hardwood flooring industry. Furniture people are having a much better trade than a year ago, and are now making insistent calls for lines of wood that enter into this line of production. The trade in furniture woods is therefore excellent, with the strongest call for oak, gum and mahogany.

The export trade would be in a more satisfactory condition were it not for what is practically a shipping trust that is demanding extraordinarily high rates of freight. In some instances the rates are double those of a year ago, and it is necessary for shippers to exercise a great deal of care in making sales c. i. f. to foreign ports, for the reason that immediate future rates are an indeterminable quantity, varying from week to week on the ship schedules in an extraordinary and unaccountable manner. Old shipping contracts made last year and early this year have largely expired and what future ocean going rates will be is yet to be determined.

There is an increasing call for high grades of northern woods. Stocks in these sections are undeniably low, and will remain so during the year, but in such southern woods as oak, gum, cottonwood, chestnut and ash, there promises to be sufficient stock to take care of all reasonable demands.

There seems to be an increasing call for mahogany both in the form of solid wood and in veneers; a fair and increasing demand for sawed oak veneers, and a fair call for Circassian veneers. The other foreign woods are featureless.

The hardwood flooring people are having a fair trade, and the big stocks in warehouses a few months ago are gradually being reduced. Prices are reaching a more satisfactory stage.

The broom and agricultural handle business is in fair shape, and there are no complaints on the hickory handle situation.

On the whole it looks like a steady, healthy demand for the remainder of the year at reasonably satisfactory values.

Annual Crop and Business Report

It is the custom of George M. Reynolds, president of the Continental and Commercial National Bank of Chicago, the largest strictly commercial bank in the world, and the second largest bank of any sort, to collect, collate and distribute an annual crop and business report about August 15 of each year.

HARDWOOD RECORD has been favored with an advance proof of this report, and is privileged to publish the following digest of this monumental work, which has consumed more than a month's time of scores of clerks and has cost no inconsiderable sum to the great banking institution named. It is a wonderful story of prospective

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for **renewal, discontinuance, or change of address,** should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

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AUG 1 1912

crop plentitude and of business prosperity, and the situation surely puts a quietus on public unrest and disquietude incident to a presidential election year.

The estimated yields are as follows:

Wheat	660,000,000 bu.
Corn	2,800,000,000 bu.
Oats	1,200,000,000 bu.
Barley	200,000,000 bu.
Rye	38,300,000 bu.
Cotton	13,100,000 bales
Hay	60,000,000 tons
Potatoes	360,000,000 bu.

The report states that while the climatic conditions have not been ideal for crop raising, on the whole they have been favorable, and the soil is making up for the partial returns of the past two years. In spite of the non-uniformity of conditions that really exists there is no section wherein all crops have failed. Production this year is over the average, and it is a bumper year when all products are taken into consideration. The harvest will yield fully twenty per cent in weight and bulk over last year. None of the breadstuffs will fall short of the need of the people—most of them will be in surplus. The feedstuffs for the animals promise large yields, and consequent recession in the price to the consumer. The accuracy of the statistics presented are well vouched for, as they are from the same and almost numberless sources from which were obtained the statistics of a year ago, which proved in the finals to be reasonably accurate, and much more so than the governmental figures delivered months later. The winter wheat harvest will be approximately 380,000,000 bushels; spring wheat, 280,000,000 bushels, making a total of 660,000,000 bushels which is 30,000,000 bushels larger than last year.

Corn had a bad start this year, but there is a fair increase in acreage, and the yield will be an average one.

The yield of oats is growing to record proportions, and easily tops the banner crop of two years ago. The oat crop of the country will be tremendous.

The base of the food for the lower animals, hay, is now assured a heavier yield than last year. It will not make a record crop on account of the severe winter and backward spring, but the production will be more than sufficient to enable the farmer to hold a reserve for the coming year.

Since summer has set in, a brighter outlook for grain has been reflected in a descent in price. Wheat from $1.15 a bushel has declined to around 90 cents; corn from 85 cents in the Middle West and around $1 in the South and East has had a decline of 15 cents a bushel. Oats have dropped from 55 cents to 40 cents, and hay from $25 a ton for ordinary stuff has been cut in half. Hence there is every prospect that the cost of feeding cattle, which has been prohibitory despite the low price of the latter, can now be resumed on a profitable basis at much less price for cattle on the hoof.

The smaller grains are producing on a like generous scale. The barley crop promises to be a quarter larger than last year. The rye crop indicates a yield above normal. Potatoes, ranging next to wheat for human consumption, will yield twenty-five per cent more than a year ago. Garden vegetables and fruit are yielding plentifully. The report augurs that the high cost of living will surely decline with a larger production of table supplies.

Cotton, the country's great agricultural export, will not reach the proportions of last year, but the falling off in quantity will very likely be made up in increased price.

There is an Honor in business that is the fine gold of it; that reckons with every man justly; that loves light; that regards kindness and fairness more highly than goods or prices or profits. It becomes a man more than his furnishings or his house. It speaks for him in the heart of everyone. His friendships are serene and secure. His strength is like a young tree by a river.

—Anon.

The production of flax will be larger than for the past two years. The cultivation of tobacco has prevailed on a larger scale than last year. Mississippi river floods were destructive of sugar cane plantations this year, and the crop outcome in the submerged portions of the cane belt will be small.

Beet sugar cultivation has increased with the enlargement of irrigation projects in the West, and the outlook is for a large crop. Prices of both types of sugar are not likely to be very high, as the beet crop in Europe will be larger this year, and Cuba has had an unusually large sugar cane campaign.

President Reynolds' deductions are that "a volume of agricultural products thirty per cent larger than last year will return to the farming community the most profitable results of a decade. The industries of the country have been feeling the stimulus of the prosperity of the tiller of the soil, and the ample supply of the needs of the people. The only prosperity is that which comes from agricultural production, and that is assured."

Concerning general business conditions, the report alleges that considerable progress has been made in the business world toward a complete recovery from the depression resulting from the slowing down process made necessary in 1910 by too large expansion in industrial and commercial activities; too much speculation in land, and the tying up of too much liquid capital in projects in process of development and not sufficiently seasoned to make their securities readily convertible. In some instances this progress has not only reached normal, but has extended considerably beyond that. In others the condition of trade and business shows a full recovery. A few are still below normal owing to peculiar conditions in these particular lines.

Money continues plentiful. Foreign trade balances are excellent. Foreign credit is good. Just at present railroad earnings are showing an improvement, but the situation in the transportation world continues to show a smaller increase in gross than would justify the heavy operating costs, even after the recent period of rigid retrenchment.

There is a remarkable revival in the steel industry, which forms a great stimulus to general business. This result is based on a tremendous tonnage, high efficiency and low prices for finished products. The steel trade is usually regarded as the barometer of the business world, and to a considerable extent it can be so classified, because it enters into so many lines of business enterprise.

Labor is generally well employed, and there is a notable scarcity at nearly all of the leading centers. This fact is reassuring because it clearly indicates a greater industrial activity than has existed for some time.

The crop production as submitted indicates an increase in the value of total crop production, allowing for the decline in the market value for cotton and grain, of approximately $617,000,000. Of this amount $365,200,000 or more than half comes from ten crops of commodities which figure in the cereal and produce market. It is therefore of considerable moment to note that present crop conditions justify an estimate of $9,033,966,000 in new wealth to be produced from the soil this year against a production of $8,417,000,000 in 1911.

One striking feature emphasized in this business report is the advices received from representative business men in all lines of trade of the improvement of collections. Collections generally are pronounced good.

The report issues a warning that, although it has been a long time since actual predictions were uttered of a serious car shortage, now railroads, through their enforced period of curtailment, are not able to keep their equipment up to the requirements of a period of business activity and of the movement of a large crop production. Hence it is thoroughly believable that during the crop-moving period there will be a serious shortage of tonnage which will militate seriously against the prompt movement of commodities like lumber.

Of banking, the report alleges that the bankers find the situation a little more satisfactory than a year ago. The fact that banks in the interior and in fact throughout the country are well loaned up, indicates firmer rates in the coming few months. While there is nothing in the situation to suggest acute stringency, a much healthier monetary condition from the bankers' viewpoint is likely to ensue.

In the practice of economy, President Reynolds alleges there seems to be a wide divergence in opinion, but the general impression of his correspondents indicates that some progress has been made in the direction of the curtailment of extravagance. While there continues to be a large element who live on the top shelf, and spend their incomes freely with little regard for the future, it is noted that there has been a healthy increase in saving deposits in all sections of the country. A reassuring feature is found in the tendency of individuals to reduce their indebtedness.

In conclusion the report states that, taking the situation as a whole and weighing carefully the retarding influences, there is justification, judging from the advices in every line of trade, for the conclusion that there probably are twelve months of good active business with moderate profits ahead, providing of course that crops turn out as favorably as present conditions indicate.

Employers' Liability Act

It is brought to the attention of Illinois concerns who did not notify the Labor Bureau at Springfield prior to May 1 that they did not care to come under the act governing employers' liability insurance, that they are now under the act and must continue so until they file notice to the contrary with the Bureau, which cannot be until January, 1913.

A Count for the Lumbermen

Any variation from the attitude usually assumed by the daily press toward the lumber fraternity, particularly in respect to the implied existence of a lumber trust, is particularly welcome. It is a notable fact that in every instance where the press has been given a logical argument tending to show the absolute impossibility of the existence of such a combination, it has responded with a generous report of the trade and in many instances has gone on record as being emphatically of the opinion that there does not exist even the least semblance of a trust in the lumber business.

A gratifying instance of this attitude is seen in a recent issue of the Houghton Daily Mining Gazette published at Houghton and Calumet, Mich. The opinion in question was embodied in an editorial in this publication which in turn was inspired by the fact that through a meeting of the Northern Hemlock and Hardwood Manufacturers' Association at Houghton, the newspaper men were given an opportunity of seeing the actual workings of a typical lumber association, and by talking with the men themselves were enabled to see the lumbermen's side of the trust question. The editorial says:

"Personally we met most of the members present. They were all practical, progressive, hard-headed business men. Their association has a good work to do and is doing it.

"The Northern Hemlock and Hardwood Manufacturers' Association furnishes a fine example of the injustice and ridiculousness of the cheap political efforts that are constantly being made to furnish cheap political conversation even if it does some possible injury to established business success."

In speaking of the meeting the article says:

"There was nothing secret about it. There was not an attempt to restrain trade or to conspire."

The continued publication of such sentiments in the daily press will go a long way toward righting the public opinion as directed at the lumber business, and there is no reason why by proper education the daily press should not contain frequent articles of this nature.

The Nation's Business

The above is the title of a sheet recently received from the offices of the newly created Chamber of Commerce of the United States. It is the plan of the directors of the association to complement the desks of all editorial writers with a periodical survey of the instructive things of the nation. It is expected that as the numbers accumulate they will supply the definite knowledge of progress that has been hitherto unavailable except by a vast amount of superficial work in many directions. The page received was published on July 22. It merely outlines the object of future publications of this valuable asset to the knowledge of national commerce conditions, stating that it will be issued to all editorial writers of the country and to members of the National Chamber of Commerce. It will cover instructive progress throughout the country along the lines of agriculture, mining, manufacturing, transportation, distribution and finance. It will be devoted to news of progress and of organized promotion, and will include statistical statements of developments and will cover commercial activities at home and abroad. Such an eminent start in the right direction by the National Chamber of Commerce certainly presages a highly successful career and the institution of a vast number of educational and beneficial features as applied to the nation's commerce.

The People Who Have the Money

Adams, a ubiquitous financial newspaper writer, has evidently been making an inventory of the wealth of sundry individuals, and in the newspaper dispatches of a few days ago reports a list of nine men to whose names are attached their reputed or real wealth in figures following a dollar mark:

John D. Rockefeller	$1,000,000,000
Andrew Carnegie	500,000,000
J. P. Morgan	300,000,000
William Rockefeller	250,000,000
George F. Baker	250,000,000
James B. Duke	200,000,000
James Stillman	200,000,000
Henry C. Frick	150,000,000
W. K. Vanderbilt	150,000,000

This will be pleasing information to a good many people who haven't any such sums of money as this, or don't even believe it exists, as a guide to know where to go to make a touch.

Meeting Commissary Managers

The third annual convention of the National Commissary Association will be held at the Sinton Hotel, Cincinnati, August 20-22. This association is becoming an important allied organization of various lumber associations, and the work done by the organization is materially assisting in proper organization and efficiency in this important department of lumber enterprises. Every manager of a lumber commissary will do himself distinct and important service by attending this meeting.

The program is a very elaborate one, and covers practically every problem that is encountered in the management of the commissaries of various lumber manufacturing organizations.

The president of the association is Alfred Evans of Orvisburg, Miss., and the secretary is Tracy D. Luccock of Chicago. Both of these gentlemen have devoted a good deal of intelligent effort to putting the organization in very excellent shape.

The Presidential Nominations

The country is now viewing with serenity the fact that there are three important presidential tickets in the field for the November elections. The situation is viewed with complacency as auguring little of political turmoil or prospective disturbance that would interfere with a recurrence of good and profitable business conditions.

If Mr. Taft should be re-elected, of which even his most ardent supporters doubt, it is pretty well understood about what he will

accomplish or fail to accomplish. If Woodrow Wilson should be elected, in which he seems to have a call in the betting, the country will be in fairly safe and sane hands. If Theodore Roosevelt should be the choice of the people and the tenents of the new progressive party be carried out, and there is little reason to believe that they will not be, there is no particular danger to the business world of such an ending of the three-cornered political fight.

It is fair to presume that the average business man from now until election is going to interest himself more in his business than in politics. He will go to the polls quietly and voice his preference, and in the event that it does not correspond with that of the majority, he still will be fairly well satisfied with the result. It now looks as though current politics had ceased to be an important retardant to business prosperity.

Fire Losses in City and Country

A tabulation has been made of the statistics on fire losses in the United States as between the cities and the country for 1911 and previous years. Last year's record shows a per capita loss of $2.62 for cities of 20,000 population and over, an increase of 23 cents over the per capita loss for 1910. In the group of eleven cities having a population of 400,000 and over, St. Louis had the largest per capita loss, with Boston second and Chicago next with a loss of $2.59 per capita. Baltimore makes the best showing, with Cleveland next. The average per capita loss of this group of the eleven larger cities is $2.27, which is 13 cents higher than in 1910.

A comparison of the fire loss in the cities and the country shows that the proportion of losses on property supposed to be under first-class fire protection, and much of alleged fireproof character, has greatly increased, while the losses on property with little or no fire protection and quite largely of wood construction has fallen off. Fire underwriters attempt to explain this fact by saying the superior fire protection of the cities is offset by the multiplicity of municipal hazards which are absent in the country, together with the fact that a conflagration once started makes a larger showing on the loss ratio.

Say what you please, the statistics quoted make a mighty good argument for an increased use of wood in structural work.

Building Operations

As recounted in the news columns of this issue, it will be noted that building operations of the chief commercial cities of the country for the first seven months of the year exhibit a net increase over the extraordinary building of 1911 of nine per cent. July of this year also stands out with an increase of the same percentage over July of a year ago. This is an extraordinary showing, when it is recalled that monumental building operations rarely take place save in periods when there is little profit in general industrial enterprises. At such times money seeks investment in real estate improvements. Hence there was nothing remarkable in the large building developments of 1911, but in the face of a general return of normal business conditions it is extraordinary that the bulk of these operations not only continues but show an increase. There is every promise that building operations will continue to show an increase in percentage for the remainder of 1912 over 1911, and it would not be surprising, with the present start, if the net increase would approximate twenty per cent.

Longevity of Wood

Many remarkable stories have been told about the enduring qualities of wood, but it has remained for Professor Petrie and his associates to make the most wonderful demonstration in this respect that has ever been recorded. This coterie of scientists has had on exhibition in England during the past month specimens of wood from buildings excavated in Egypt that are more ancient than any others yet discovered. The remains of these wooden buildings indicate that timber was once more abundant in the Nile river valley than has been supposed. A coffin with the bottom made from a plank marked with the house-builder's tool upon it is referred to King Menes' time, about 4,000 B. C. Wooden bedsteads of that time and their carved feet testify of a prehistoric civilization. Some of these, too short for lying at full length, are evidently such as Jacob had thousands of years later, when he "gathered up his feet into his bed" to die. A curiosity, a thousand years older than the oldest pyramid, is a sort of a foot rest in the form of a wooden block topped with a bar and made into the shape of a sole on which to place the foot while fastening the sandal.

Surely the general public and even lumbermen do not appreciate the longevity of wood when it is so disposed as to not be subject to alternate dryness and dampness. Undeniably wood will outlast cement, steel and iron a hundred times over, if it is properly placed in structural or other uses.

Impending Car Shortage

HARDWOOD RECORD is not inclined to cry "wolf" unless there is good reason for the message. If any one can read and analyze the crop report contained in this issue, taking into consideration as well the depleted situation that surrounds the rolling stock of the majority of American railroads, it will require but little logic to demonstrate that there is certainly good reason to assume that there will be an unheard-of car shortage during the next few months, and notably while crops are moving. Non-perishable freight like lumber is always forced to take a back seat in periods of car stringency.

Hence, if ever good advice was offered by a lumber journal it is the injunction that the time to buy lumber for those who contemplate that necessity is now. Buyers will find the market in an easier situation at the present time than later in the year, and, besides that, they will be assured of stocks on hand when the urgent necessity of the fall trade renders such holdings imperative to the satisfactory conduct of lumber manufacturing enterprises.

Southern Operators Exonerated

The action of the grand jury which tried the officers of the Galloway Lumber Company who were held on a serious charge in connection with the outrage at Grabow, La., on July 7, is highly gratifying, and a pretty concrete evidence of the general feeling regarding the rioting at that place. The action of the jury completely exonerated the officers from all liability. It will be recalled that a number of members of the timber workers' union attempted to intimidate employes of the Galloway company on that date, and that as a result of retaliation on the part of the Galloway men, several people were killed and a large number injured. The judge decided that the lumbermen merely acted in defense of their lives, and that no blame whatever could be attached to them.

On the other hand, a large number of the disturbers, those actually participating in the rioting and those supposed to have excited it, are in jail on charges ranging from highway robbery to murder, and some on both charges. There are twenty-three agitators in prison, among whom is A. L. Emerson who is president of the so-called Brotherhood of Timber Workers.

The most gratifying phase of the situation is that the unpopular methods of Emerson and his followers have met with a very cold response on the part of the sawmill and woods employes in that territory. The Timber Workers' Brotherhood has received but few new members, and mills in the affected territory are, for the most part, running full time with a full quota of help. The promptness with which the authorities acted in arresting and indicting such a large number of the disturbers not only had the good moral effect in revealing the weaknesses and the injustice of Emerson's cause, but it has demonstrated to the minds of the saner element among the mill workers that such an organization as Emerson represented could not possibly be of any benefit to them, but if allowed to grow, would very likely cause them endless and incessant trouble.

Pert, Pertinent and Impertinent

BOUNTIFUL CROPS



What Does Business Care About Politics?

A Sure Thing

She—"They say that an apple a day will keep the doctor away."

He—"Why stop there? An onion a day will keep everybody away."

Man could commit every vice with impunity if it did not affect his health; it follows from this that morality is only the ability to take care of one's self.

A Quick Transformation

"Who is that pretty little blonde eating lob ster salad, ma'am?"

"Why, don't you know her?" his hostess cried. "She's the pretty little brunette you flirted with last week!"—*New York Tribune.*

Don't get too self-important. The man never lived that the world couldn't get along without.

Modern Life

"Baby was a problem at first," declared the commuter, "but we have solved the difficulty."

"So?"

"Yes; we carry him very nicely in a shawl strap."

When a man wants to climb over a big commandment he generally talks about the little ones with great earnestness.

Hemlock and Hardwood Men Meet

The midsummer meeting of the Northern Hemlock and Hardwood Manufacturers' Association was eminently successful in every feature. For the first time in the history of the association the meeting was held in the northern peninsula in the pretty town of Houghton, Mich., in the heart of the copper country. The location of the meeting place gave those in attendance an opportunity to observe some interesting operations in the copper field. The difficulty met by some of the members in getting to Houghton naturally militated to a certain extent against a large attendance, although there were in excess of forty members present.



E. H. HAMAR, CHASSELL, MICH., PRES.

Every detail looking toward the proper entertainment of the visiting members, their friends and families was provided for by the local contingent of lumbermen — those of the C. H. Worcester Lumber Company, the Nestor Lumber Company and the Houghton Lumber Company. Cards were issued for the privileges of the attractive Houghton club, and automobile rides, lunches and dinners were furnished by the hosts.

The president's address was the first important business before the convention, which met at 2:30 on July 24. In speaking of business President Hamar said that while conditions are not perfect, there are a great many redeeming features. As one, he mentioned the building record for May, showing figures for one hundred and twenty-three cities, in which all records were broken, a total of one hundred million dollars being contracted for. Building in general has been far above the average for the last four months. As a consequence lumber has been moving freely, although prices have not been altogether satisfactory, but have been above the normal level prevailing for several years. He enumerated the various favorable conditions among various industries, such as bountiful crops, strong steel and copper markets, etc.

In speaking of the matter of grading, the president stated that the grading committee was instructed at the last meeting to convene jointly with the grading committee of the Michigan Hardwood Manufacturers' Association to draw up a new set of grading rules for hardwood. This committee met at Detroit for two days and compiled a set of rules, which were presented at the meeting of the National Hardwood Lumber Association at Chicago in June. They were not accepted by that body.

The speaker maintained that he believed the failure to adopt these rules by the National association was due mainly to a misconception of their purport and importance. He said that northern hardwood interests should work together with a view to improving grading conditions in hardwoods.

The question of hemlock grading was also touched upon, Mr. Hamar suggesting that the grading committee meet with the Michigan association and endeavor to formulate a uniform set of hemlock grading rules, which will be satisfactory to both associations and will suit the trade better also. He said there is a great variation in the hemlock grades as now put up.

The speaker touched upon the subjects of advertising and forest protection, stating that these questions would be more fully covered in later reports.

Mr. Hamar's opinion of the Michigan employers' liability act, which goes into effect September 1, is that taken on the whole it is fair to both employer and employe. He said one weak feature, from the employer's viewpoint, is the heavy compensation for minor accidents.

On the subject of re-shipments the speaker had to say that at the quarterly meeting of the association held in April, the chairman of the railway committee was instructed to meet with the box makers before the Interstate Commerce Commission in Chicago. The chairman of that committee attended that meeting, which was adjourned to Louisville and held on July 17. The subject before the commission, according to the speaker, is the present log and lumber rates giving milling-in-transit privilege, concentration or re-shipping rates, or reconsigning on through rate arrangements. E. L. Ewing was employed to represent the association. He maintained that the ultimate findings of the commission would determine whether the members will continue to enjoy the privileges of these rates.

The report of the treasurer showed a balance on hand, April 15, of $35.14. There was received from the secretary, $4,410.80, making a total of $4,445.94. Vouchers were paid aggregating $4,351.49, leaving a balance on hand on June 15 of $94.45.

Secretary Kellogg then read his report, which follows in part:

It is a gratifying indication of association usefulness when we can report that, despite the steadily decreasing number of active sawmills in Wisconsin, the association never has had a larger membership than at present. Since the annual meeting last January, ten concerns have joined the association, six of them being located in upper Michigan. Our membership roll now carries eighty-eight concerns, of which sixty-seven operate in Wisconsin and twenty-one in Michigan. Due to the relatively larger amount of uncut timber remaining in northern Michigan our opportunities for growth are greater in Michigan than in Wisconsin.



R. S. KELLOGG, WAUSAU, WIS., SECRETARY.

The small amount of cash on hand, indicated by the treasurer's report, does not mean that we are financially embarrased. The bills for the third quarter's dues have not been sent out. Association expenses are conducted as economically as possible, and considering the volume of work done, we believe that no association in the country gets a greater return for the amount expended. The assessment for 1912, at the rate determined by the board of directors last January—two cents a thousand feet upon hemlock and three cents a thousand feet upon hardwoods—will meet all normal expenses this year. The plan to levy an additional one-half cent to be paid during the last two quarters of the year for the purpose of advertising our products has met the practically unanimous approval of the membership. Even at this rate our dues will be much less than those of some other associations. The southern hardwood manufacturers, for instance, pay five cents a thousand to support their regular association work, while the cypress manufacturers are paying five cents a thousand for regular work and eleven cents a thousand for advertising, and none of them questions the wisdom of the investment.

The statistics of stock on hand July 1, cut and shipments in June, and also the comparison of cut and shipments from January 1 to June 30 this year and last, reprinted on the slips which you have, are too long

to warrant detailed reading now. However, they will repay careful scrutiny and their chief significance will be pointed out.

The secretary then read a statement of cut and shipments of June, 1911, and June, 1912, which was contained in the last issue of HARDWOOD RECORD.

The following comparison of cut and shipments from January 1 to June 30 this year and last is based upon reports from the same firms in the corresponding months

HEMLOCK

	Cut M ft.		Shipped M ft.	
	1912	1911	1912	1911
Totals	155,838	140,732	216,424	153,559

HARDWOODS

	Cut M ft.		Shipped M ft.	
	1912	1911	1912	1911
Totals	136,174	156,713	109,632	84,161

Increase in hemlock cut, 11 per cent.
Increase in hemlock shipments, 41 per cent.
Decrease in hardwood cut, 13 per cent.
Increase in hardwood shipments, 30 per cent.
Decrease in total cut, 2 per cent.
Increase in total shipments, 37 per cent.

Stocks held by forty-five firms July 1, 1912, and July 1, 1911:

HEMLOCK

	On hand unsold			On hand sold		
	1912 M ft	1911 M ft.	Increase Per cent	1912 M ft.	1911 M ft.	Increase Per cent
No. 1	59,639	57,318	4	5,072	3,012	68
No. 2	29,734	39,918	—26	3,006	1,470	105
No. 3	17,618	32,456	—45	7,392	2,504	195
Not Specified	58,066	41,749	39	15,826	3,808	316
Totals	165,057	171,441	— 4	31,296	10,794	190

Total hemlock sold and unsold July 1, 1911, 182,235,000 ft.
Total hemlock sold and unsold July 1, 1912, 196,353,000 ft.
Increase, 8 per cent.

HARDWOODS

	On hand unsold			On hand sold		
	1912 M ft.	1911 M ft.	Increase Per cent	1912 M ft.	1911 M ft.	Increase Per cent
Ash	969	2,832	66	2,267	2,772	—18
Basswood	10,726	14,929	28	11,465	10,140	13
Birch	17,598	26,597	41	28,142	25,673	10
Rock elm	1,656	3,270	49	3,283	3,072	7
Soft elm	3,361	4,640	28	7,432	7,142	4
Hard maple	11,916	11,167	+ 7	17,975	13,862	30
Soft maple	607	638	5	1,317	1,772	—26
Oak	1,067	2,247	53	1,361	514	165
Totals	47,900	66,320	28	73,242	64,947	13

Total hardwoods sold and unsold July 1, 1911, 131,267,000 ft.
Total hardwoods sold and unsold July 1, 1912, 121,142,000 ft.
Decrease 8 per cent.

Proportion of total hardwood stock on hand sold, July 1, 1911, 50 per cent.

Proportion of total hardwood stock on hand sold, July 1, 1912, 60 per cent.

Total hemlock and hardwoods sold and unsold, July 1, 1911, 313,502,000 feet.

Total hemlock and hardwoods sold and unsold, July 1, 1912, 317,495,000 feet.

Increase 1 per cent.

Last January there was twelve per cent more unsold hemlock lumber on hand than on January 1, 1911, due to the very heavy hemlock production late last fall, while there was a slight decrease in hardwood stocks. Taken altogether, the January 1 (1912) reports showed an increase in hemlock and hardwood stocks on hand of ten per cent over January 1, 1911. The extraordinary movement of lumber during the first six months of this year, together with only a normal production, have reversed these figures, so that on July 1 there was four per cent less unsold hemlock on hand than on July 1 last year, and twenty-eight per cent less unsold hardwood on hand than a year ago. Taking hardwood and hemlock stocks together, sold and unsold, the totals reported by forty-five concerns this year are practically the same as those reported last year. However, turning to our cut and shipment reports, from an average of more than seventy firms during the last twelve months, we find that during this period hemlock shipments have exceeded the cut by twelve per cent, and that hardwood shipments have gone beyond production by seven per cent, making a total excess of shipments over cut since July 1, 1911, of ten per cent. It is especially interesting to note that the stock reports show forty-five per cent less No. 3 unsold hemlock on hand July 1 this year than on July 1, 1911. Moreover, there has been much more effort on the part of buyers to contract stocks ahead. While large blocks of hemlock stock are seldom contracted for, nearly three times as much hemlock was sold ahead on July 1 of this year as on July 1, 1911. Moreover, at this time, sixty per cent of the total hardwood stock on hand is sold, while a year ago only fifty per cent was sold ahead.

More lumber was shipped by association members in May than in any other month covered by our records, while the June reports show but a slight decrease from the high mark set by the May shipments. A summing up of reports by the same firms in the corresponding first six months of this year and last indicate an increase in hemlock cut of eleven per cent, an increase in hemlock shipments of forty-one per cent, a decrease in hardwood cut of thirteen per cent, and an increase in hardwood shipments of thirty per cent, making up to date this year a decrease in total cut of two per cent and an increase in total shipments of thirty-seven per cent over the corresponding period of 1911. There is no doubt that the total hardwood production in 1912 will be less than in 1911, and so far as can be determined the same will be true of the hemlock cut. Hemlock sawing in large volume began earlier this year than last, but it is not likely to continue as late into the fall as it did in 1911.

In reporting association activities, the report told of various accomplishments since the last meeting.

In speaking of market conditions Secretary Kellogg said:

Your secretary never has had the pleasure of making a more cheerful report upon general business conditions than he can do now. While he has sometimes been accused of being unduly optimistic, he has abundant justification for a cheerful outlook.

Crops the country over are coming in much better than the spring reports indicated. Winter wheat is yielding heavily in the regions of greatest production and the spring wheat outlook is steadily improving. Other crops are turning out well, and prices for farm products are at the point which means prosperity for the farmer. There are no severe drouths such as prevailed in many sections last year.

Building operations are going ahead on a record-breaking scale, and foreign trade is exceeding all previous figures. Steel production is at a high point, with decided advances in prices. Business of all kinds is active, and upon a sound basis.

There is no over-production of lumber in sight for the balance of 1912. The lumber situation as regards prices and stocks has more favorable features than at any other time during the last five years. There is plenty of noise about politics, but no deterrent effects. The country is coming to the realization that it is too big to get the colic every four years, and the business man is looking with confidence to 1913, whether he be a follower of the Elephant, the Donkey, or the Moose.

M. J. Quinlan reported for the committee on grades and information. He told of the resignation of Chief-Inspector Lusk, and stated that his successor had not been appointed. According to the speaker, statistics would tend to show that low-grade lumber is not bringing sufficient money at present, this being particularly true of grain door stock. With abundant crops and scarcity of low-grade stocks he stated it was his belief that prices would not be realized in keeping with the actual value of that product.

A general discussion covering other topics of grading and market conditions then followed, various members contributing their opinions to the talk.

W. G. Collier, chairman of the railway committee, submitted the following report:

The matter of a special rate on hemlock is where we left it last year with the Wisconsin lines ready to make the rate and the Illinois Central blocking it presumably on account of its large interest in hauling yellow pine into territory that belongs to the hemlock mills, and unless some pressure can be brought to bear on that railroad, your committee thinks the Wisconsin lines will not insist on putting in the special hemlock rate for the reason that they do not think they can do so without the Illinois Central making it uncomfortable for them in other territories. We are sure, however, that we have good grounds for asking for a special rate on hemlock from the fact that it is a cheap wood and should not stand as high a rate as more valuable building woods are made to bear.

Our Michigan friends have been trying to get the Interstate Commerce Commission to oblige the railroads to establish more accurate means of weighing cars loaded with lumber, and what they ask for appears reasonable. They ask that the railroad scales be put in on cement foundations, built high enough to keep the balance beams out of the water and ice that may accumulate in the foundation pit; that balance points be kept sharp and that cars be weighed light before being placed for loading. Your railroad committee has not been directly identified with this work, but has done what it could to help. We understand that hearings have been held and that there is a fair chance of lumber shippers getting some relief. It goes without saying that in the past with just claims for overweight many claims have been made for overweight where no overweight existed and that at least a part of these claims have been paid. The railroads became aware of this and a few years ago adopted a rule through the Railroad Weighing Association not to allow any claims for overweight where they have two railroad scale weights regardless of whether the tare weight of the cars are correct or not. This is manifestly unjust and will no doubt be regulated, but it appears that it will take some time and a good deal of work by someone to have the matter

adjusted fairly to both the shippers and carriers. We must not be unreasonable in our demands in this matter for while we all know that usually the railroads are pretty well able to take care of themselves, we must not forget that railroads have two things to sell, freight and passenger transportation; that they are as anxious to sell it as we are to sell lumber and that they know they must do business fairly if they are to obtain best results.

In regard to milling-in-transit rates, we wish to report that in accordance with instructions from your railroad committee at the April meeting we went to Chicago and after conferring with the box shook manufacturers decided that it was as vitally important to the sawmill industry as it was to the shook manufacturers that we have an opportunity to present our case to the Interstate Commerce Commission. We succeeded in having the case re-opened and a hearing was granted us in Louisville, Ky., on July 17.

Your railroad committee took the matter up with the board of directors of our association and it was thought best to secure the services of E. L. Ewing of Grand Rapids to represent us at the hearing. We then tried to interest the members of the association in getting the matter properly before the commission but with very poor results as many of the members did not take interest enough in the matter to even answer the list of questions sent them by Mr. Ewing and would not attend the meeting. Your secretary, A. Holt of Oconto; Mr. McCalm of Tomah and I were the only members of our association present at the hearing. Mr. Ewing, however, got the principal facts before the commission, will file a brief, and after the opinion is handed down we hope that your railroad committee with Mr. Ewing can arrange a conference with the Carriers Traffic Committee for our territory and arrive at a basis that will be within the law and still not raise our rates on logs, cull lumber and trimmings. If, however, we do not get what belongs to us we will have to blame no one but ourselves as the matter has not been given proper attention by the individual members of the association.

The report opened up a general discussion of the merits of the case in question, W. A. Holt being one of the most versatile talkers along this line. His remarks on the findings of the commission and its intentions regarding lumber manufacture brought forth a considerable volume of applause. He was listened to with the closest attention.

One of the strongest features brought out in the discussion was the fact that lumber interests are now suffering from the neglect of the serious question of transportation as it is brought before the Interstate Commerce Commission. It is pretty generally conceded that the railroads have been alive every minute to the possibilities of securing favorable action before the commission by reason of constant and adequate representation, but that the lumber interests have been sadly neglected through the fault of nobody but themselves.

An interesting question was raised by George H. Chapman as to whether or not the shortage of cars would have any influence on the time limit during which the transit privilege could be enjoyed. It is a question which is undoubtedly capable of raising considerable disturbance.

At the close of the discussion, A. L. Osborn moved that all members interested in transit rates, concentration log rates and kindred topics furnish any information they have to the secretary to be compiled by him for use by Attorney Ewing in behalf of the members who would be benefitted by action in this direction before the Interstate Commerce Commission. The motion was carried after which W. A. Holt moved that the secretary compile figures on the relative proportion of log shipments into mill points compared with lumber shipments out, these figures to be compiled from actual operations.

The secretary stated that he would include that information in the general information submitted to Mr. Ewing.

Secretary Kellogg read the report of Director M. P. McCullough of the advertising committee, in which it was stated that a plan had been worked out which has met with general approval among the membership. All but four members agreed to pay the assessment of one-half cent a thousand feet of cut necessary to carry on the work, and these four are very shortly to cease operations. The plan is to begin advertising hemlock in southern Wisconsin, northern Illinois and Indiana, it being believed that the majority of hemlock is moved into that territory. While it is conceded a considerable market exists elsewhere, this territory was selected as having possibilities of the greatest benefit to the largest number of members. Mediums for advertising have already been selected and it is planned to start on as extensive a basis as the funds available will permit.

It was moved and seconded that the report be adopted and subsequent discussion finally resulted in the committee being authorized to start the campaign.

At the meeting of the board of directors following the general session, this body authorized the assessment of one-half cent a thousand feet to carry on the advertising campaign.

In speaking of insurance W. C. Landon, chairman of the insurance committee, expressed considerable doubt as to there being a sufficient field for the formation of an inter-insurance association. He averred one hundred risks would be necessary to start the movement and that it would be difficult to secure this many. He suggested that present mutual companies could very likely take care of the field as they have done good work in securing reductions in rates all along the line.

Following Mr. Landon's remarks it was moved and seconded that the report be accepted and filed, and the committee be discharged with thanks.

W. A. Holt, chairman of the legislative committee, talked principally on forest protection. He said there is considerable activity on the part of lumber manufacturers and timber holders in the direction of the protection of their property. Two dangers are from fires in the woods on one hand, and improper legislation on the other. The speaker told of a recent meeting at Wausau at which this subject of forest protection was discussed, and of a later meeting at Oshkosh for the same purpose. A decided lack of interest marked both gatherings and it was agreed at the Wausau meeting to send out cards asking for pledges from those willing to join a forest protection association. Seventeen replies were received from these cards representing a total of 379,931 acres. Adding 128,000 acres represented at the Oshkosh meeting, the total acreage coming under such an association would be 507,931.

Mr. Holt spoke of the indifference which characterized a number of the answers and said that a great deal of this indifference and inactivity is probably due to lack of understanding. The chief difficulty to be encountered would probably be the fact that the lands listed are very much scattered. Mr. Holt said the Northern Forest Fire Protective Association would undertake protection of the Wisconsin and upper Michigan lands if they were better grouped, but that it would be impossible to efficiently patrol them under present conditions.

In speaking of the proposed forest fire legislation Mr. Holt stated the state legislature is contemplating an oversight of the lumbermen's real estate with a view of levying a little more in the way of taxes and supporting a considerable number of employes at the expense of the lumbermen. The purpose of such legislation would be to protect the lumberman's property from fire whether he desired such protection or not. If a fire patrol as proposed is put into effect, the taxes will be levied not only on lands which have not been cut-over, but on all wild and unoccupied areas. He said further any action before the legislature looking toward the establishment of proper legislation must be backed up with constructive ideas along new lines which would show that the lumberman is working in the interest of the public at large. He said that such action on the part of some associations or individuals would be necessary to prevent legislation which will ultimately prove a grave burden to the lumberman. He pleaded for increased interest in the matter and increased support in the nature of financial contributions, and the donation of time of the individuals. It was ordered that the report be accepted and filed.

R. B. Goodman in talking of the labor situation in the North said it has assumed serious proportions. He contended that a possible solution of the difficulty lies in lumbermen adopting the policy of securing the settlement on cut-over land of men with families with the idea of establishing them there in permanent homes, believing that by this method they will secure a permanent type of labor rather than the transient and inefficient type usually imported from the large cities.

The question has been taken up with the Wisconsin Advancement Association and the Commissioner of Immigration at Madison, and it is hoped that aid eventually will come from these directions. It is anticipated there will be no large influx of inefficient labor, but that the tide of immigrants will be turned in the direction of the north woods so that efficient woodsmen and millmen will be plentiful.

Mr. Goodman added there probably will be an increased cost of logging operations during next winter.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, asked for a more general use of the Blue Book among members of the Northern Hemlock and Hardwood Manufacturers' Association, and various members spoke of the usefulness of this publication.

The following resolution was then submitted on the death of Eugene Shaw:

The members of the Northern Hemlock and Hardwood Manufacturers Association at this, their first meeting since the death on the 6th day of May of their esteemed associate Eugene Shaw of Eau Claire, Wis., at his home in that city, hereby give expression to profound sorrow in the great loss sustained by his untimely death.

Mr. Shaw was one of the original members of this association and has been actively interested in its success from the date of its organization and the members feel keenly the vacancy caused by the loss of so valued an associate; be it therefore

RESOLVED, That in the death of Mr. Shaw this association has lost one of its most worthy, able and active members, who was admired for his sterling qualities and as an honest, broad-minded man and as a lumberman whose lifelong work represents the best traditions of Wisconsin's earliest and most representative industry.

That to the family of our late friend Mr. Shaw be extended the condolence and sympathy of all the members of this association, both collectively and individually, who will recall his charms as a genial associate and his wisdom as a just counsellor and whose kindly personality will be greatly missed and his loss deeply deplored.

That these resolutions be spread upon the minutes of this association and a copy sent to the members of the family.

W. A. Holt moved that a vote of thanks be extended to the Houghton Club, to the citizens of Houghton and to local members of the association for the courtesies shown and the hospitality extended to the visitors.

Adjournment followed.

At a meeting of the board of directors following the regular meeting of the association, George H. Chapman of Stanley, Wis., was elected director to take the place of the late Eugene Shaw of Eau Claire.

The banquet tendered by local lumber companies to the visitors at the Houghton Club on the evening of July 24 was a decided success, and a silent but sumptuous tribute to the ability of the lumbermen on the copper range to do things up in proper style. An elaborate menu was presented, which embodied every culinary detail contained in the most elaborate banquets served in much more pretentious quarters.

An enjoyable and instructive automobile ride was tendered to all the visitors, including the ladies, on July 25. A number of machines were secured from leading citizens of the town, and all those present were taken on a long ride to one of the largest mines of the Calumet & Hecla Company. Here the visitors were shown the deepest vertical shaft in the world, which goes down four thousand feet straight into the ground. The immense machinery required to haul the great cars of ore from the depths of the earth to the top of the shaft house was awe-inspiring to say the least. These machines are capable of lifting the cars containing tons of ore at a rate of about twenty-five miles an hour.

After a visit to the mines the sightseers were entertained at luncheon at the Calumet Club, after which they returned to Houghton, a great many of them leaving on the afternoon train.

Michigan Hardwood Manufacturers

Members of the Michigan Hardwood Manufacturers' Association met at the Hotel Cadillac, Detroit, on Wednesday, July 31, for the regular annual meeting. After the usual formal opening, Secretary Knox read his report as follows:

Secretary's Report

We have come together today to take part in the sixth annual meeting of the Michigan Hardwood Manufacturers' Association which was organized at Ottawa Beach July 13 and 14, 1907.

Since our last meeting we have added to our list of members the name of Cartier-Holland Lumber Company, office and mill at Ludington.

You will notice from the stock report we show two less members reporting than for the last three years. We made every effort to keep the number up to last year's mark, but there were just three members who failed to get the information to us in time to embody in our printed report, notwithstanding our urging them by letter and wire.

Our treasurer's report shows a balance on hand which should carry us to the end of the present year, barring unforeseen expenditures.

At our annual meeting a year ago the subject of forest fire protection was discussed and the president was authorized to appoint a special committee to formulate some plan to bring the stumpage owners of lower Michigan together to discuss the outline for some sort of organization to better protect the standing timber from fire. This committee met in Detroit the following month, canvassed the situation and decided to call the timber owners together about the time of the fall meeting. As many of the members interested in this subject were not in attendance at the fall meeting, the meeting was postponed until the mid-winter meeting, when motion was made and vote taken that the timber owners proceed to organize at once with the understanding that those members interested guarantee this association from any loss due to expense of the organization. This committee met in Bay City early in February, canvassed the situation, looked over list of applications, etc., and finally decided to engage Charles F. Hickok of Grand Marias, Mich., a man of experience and recommended by Thomas B. Wyman, secretary of the Northern Forest Protective Association.



F. L. RICHARDSON, ALPENA, MICH., NEWLY ELECTED PRESIDENT MICHIGAN HARDWOOD MANUFACTURERS' ASSOCIATION.

In order to provide means for carrying on the work of this department, it was estimated that the expense of the chief warden, one stenographer, expense of office and ten deputy wardens would be about $10,000, which meant an expense of about three and one-half cents per acre. However, as more acreage was added to the department and the districts laid out, it was found necessary to add another warden, making eleven wardens, which will bring the expense a little higher.

There are now 296,181 acres enlisted in this department of the association on which the first assessment of two cents per acre was levied and which has netted $5,923.62. It will be necessary to levy an additional assessment at this time to carry forward the work from about the middle of August until the end of October, as our net cash on hand in the forest fire fund of $2,379.19 will not carry us through the month of August and enable us to meet the pay roll due September 1.

An additional assessment of one and one-half cents per acre would net us $4,442.71, which would carry on the work to November 1, but if the chief warden is to be retained to carry on the work for another year the assessment should be made two cents per acre in order to give us funds to pay the necessary expenses.

Our canvass of the members relative to the working of the new terms of sale brought out

the fact that twenty one members are applying them, ten members are not applying them, eight members are applying the old terms on cargo shipments; five members are applying the old terms on old contracts; ten cargo shippers are not using them, and fourteen members did not reply to our inquiry.

The Pacific coast rate case, which was started under the auspices of this association, but for which the association was not responsible except for the amount voted to aid the matter, has now reached a point where we are presenting statement of shipments actually made to the Pacific coast from this territory on which reparation is to be asked for, and we believe allowed, in excess of the rate of 80 cents per one hundred pounds. You will shortly receive blanks for filling in this information and are requested to let us have date of shipments, car number and initials, contents of car, weight, originating point, final destination, total charges collected, together with bill of lading and expense bill, in order that we may properly protect your interests. Will you kindly see that the information is given the secretary as soon as possible as the information must be compiled for the hearing in Chicago about the middle of September.

You have heard much about milling-in-transit on lumber and other commodities and the secretary has called attention of the members to the proposed changes in the transit rules on logs and lumber and is looking for an early promulgation of rules in handling of both logs and lumber that will be of much importance to the manufacturer of lumber especially. This is not a movement by the railroads, but has been brought about by various complaints to the commission of the misuse of the transit privileges granted the shippers, so that the commission has decided to take hold of the matter and prescribe methods for their prevention.

In looking into this subject, the commission's attorney has made the statement that instead of allowing the special log rates to apply from originating point in the woods to the manufacturing point and the regular rate on manufactured product from the manufacturing point to destination, the two rates were one and should be guarded into the manufacturing point as well as out of it, and it is likely that some regulation of this kind will be promulgated which may be of material effect upon the members of this association, who are depending upon the railroads for movement of their logs to the manufacturing point.

At our January meeting the question of proposed changes in the hardwood rules of the National Hardwood Lumber Association was discussed and the subject left to the grading rules committee to formulate such changes and report same to the members at the spring meeting of the association. The bureau of grades of the Northern Hemlock and Hardwood Manufacturers' Association also discussed the same subject and sent a committee which met with us in Detroit, April 18. Our own committee met a day prior and drafted such rules as they desired. At the meeting on April 18 a few changes in these recommendations were made and the secretary instructed to present these rules to the chairman of the grading rules committee of the National Hardwood Lumber Association, which was done and both the Wisconsin and Michigan members were invited to meet the grading rules committee of the National association prior to their presentation for adoption or rejection. The changes desired in the proposed rules were compromised and presented to the National association, but were defeated. A report from our chairman of the grading rules committee on this subject will undoubtedly be made today.

A year ago the association secured the services of Charles I. Sweet as inspector of hemlock. Mr. Sweet visited the yards of the various members and endeavored to line up the grades as nearly as possible. It was thought best to discontinue Mr. Sweet's service which was done—a canvass of the members showing that the members shipping by car did not desire to put their money into the proposition.

The above report is respectfully submitted.

J. C. KNOX, Secretary.

In the absence of the treasurer, the secretary was instructed to read his report, which showed receipts of $4,462.17 and expenditures of $1,856.56, leaving a balance on hand July 15, of $2,605.61. He then read the statement of the Forest Fire Protective Department, which showed receipts from assessments of $5,923.92. The expenditures to July were $3,544, leaving a balance on hand on July 22 of $2,379.19.

J. M. Harris of Boyne City, Mich., talked on the recent compensation act passed by the Michigan legislature providing for mutual liability insurance. Mr. Harris has been employed as a special agent and as attorney in connection with liability companies making a specialty of casualty risks in northern Michigan. He stated that the act which goes into effect September 1, removes the defense assumption of risk, contributory negligence and also the fellow servant clause. Mr. Harris stated that the law is optional with employers but that they will be burdened with a greater liability by not coming under it. He stated further that the employer not coming under the new law would have as practically his only defense, proof that the accident was caused entirely through the negligence of the employe.

Under the new law all accidents must be reported to the Industrial Board, which fixes upon a suitable settlement. It further provides that the Circuit Court, upon submission of a certified claim, may enter judgment for the amount fixed by the board and this judgment becomes a lien upon all the property of the employer, subsidiary only to wages and taxes.

Four plans for the payment of compensation were submitted to employers for selection as follows:

1—He may carry the risk himself if his financial responsibility is approved by the board.

2—He may insure in any old line accident company approved by the board.

3—He may pay into the state insurance department such premiums as are fixed for the purpose by the insurance commissioner, and in this case the state will administer the fund and indemnify accidents to his employes.

4—He may become a member of a mutual insurance company organized for this purpose.

The fourth plan was the one chiefly discussed by the speaker. The mutual companies so organized carry only employers liability insurance and can be embraced only by such employers as come under the insurance act recently passed. The employment of five thousand employes on the regular pay rolls by concerns forming such a mutual company is necessary according to the law and such concerns must be more or less in the same line of business. In this particular, Mr. Harris stated, such lines of manufacture as tanneries, wire fence plants, chemical plants, etc., would be grouped in a general way with the lumber industry. A fixed annual premium must be provided for meeting the contingent liabilities of such a mutual company.

Mr. Harris said further that individual employes are sub-classed according to the nature of their labor. Classification under the old form of casualty insurance would be suitable for this subdivision of employes.

A sufficient per cent of annual premiums worked out in accordance with the percentage already established by certain underwriting concerns, will, according to the new act, be set aside annually for the creation of a reserve fund.

Mr. Harris' paper was followed by a comprehensive line of questions from members of the association, one of which brought out the fact that where the new compensation laws are in effect, the old line companies have doubled and in some instances tripled their rates.

F. A. Diggins, chairman of the mutual insurance committee, said that a letter sent out by Secretary Knox asking for the views of the members had resulted in ten replies, six of which favored this form of mutual insurance. One opposed the move and three wished to be shown its possible benefits. Mr. Diggins stated further, however, that he had interviewed a few of the members and knew that quite a number were favorable to the project. He said that he had no definite report to make and finally President Bigelow referred the matter to the members of the legislative committee who were instructed to ask the secretary to call a meeting of that committee at such time and place as seemed best, in order to give the matter of mutual insurance further discussion.

Leonard Bronson, manager of the National Lumber Manufacturers' Association, reviewed various efforts on the part of the major associations in the country looking to the ultimate realization of uniform inspection of hardwoods. He spoke of the motion at the recent meeting of the Northern Hemlock and Hardwood Manufacturers' Association, relative to further action looking to desired changes in National hardwood rules. Mr. Bronson asked for the co-operation of the Michigan manufacturers with their Wisconsin neighbors in this direction.

R. S. Kellogg, secretary of the Wisconsin association, said that the consensus of opinion among the members of his association was that the two contributing factors resulting in the rejection of the proposed changes at the recent meeting of the National Hardwood Lumber Association were the fact that the proposed changes were not submitted long enough before the meeting and that the

voluminous nature of the report on proposed changes really made the proposition look so imposing that the National people were afraid to commit themselves by accepting it.

Bruce Odell, chairman of the market conditions committee, then read his report as follows:

Report of Market Conditions Committee

Your committee finds its task both an easy and a pleasant one at this time as figures speak plainer than words and we have thought best to let the figures in your secretary's stock report do most of the talking.

The information contained in four pages of this report (the 15th, 16th, 17th and 18th) is sufficient to convince both manufacturers and consumers that without exception conditions as regards northern hardwoods are exceptionally good. They are good from the standpoint of both consumer and manufacturer. There is sufficient stock of each variety of northern hardwood to be had at reasonable prices, to meet the requirements of the consumer, and the manufacturer is not confronted with large surplus stocks that he will have to sacrifice.

The fifteenth page gives the total stocks of all hardwoods, showing whether located for rail or water shipment. It also shows the amount sold and the amount unsold. The sixteenth page gives a comparison of the stocks for the years 1909 to 1912, inclusive, showing the total stock on hand, the amount sold, and the amount unsold. This page, in the judgment of your committee, tells about the whole story and tells it well. While the total stock of all hardwoods is slightly larger than that of any of the three years previous, the amounts sold are much larger and the amounts unsold much smaller than in any of the three previous years, which indicates that more hardwoods are being consumed now and that there is a good healthy demand for all of them. Beech and birch are in lightest supply and strongest demand and if there is a shortage anywhere it is in these two woods.

The seventeenth page goes more into detail, having separated the No. 2 common and better from the No. 3 common. From this sheet you will note a steady increase in the amount of stock on hand in No. 2 common and better maple, but it can not be shown that there is a surplus as there is very little old stock on hand and the amount unsold is less than it has been on July 1 of any year since 1907. While there is more stock on hand, more is being consumed as is shown by the comparatively small amount remaining unsold. The maple flooring business, the largest consumer of maple lumber, from the standpoint of prices is in a very unsatisfactory condition, but from the standpoint of volume of consumption and the amount of business booked for future shipment the outlook is brighter than for several years, and many maple flooring manufacturers are holding for higher prices with many indications that they will secure at least a part of the advance necessary to make their business a profitable one.

Page eighteen is devoted exclusively to No. 3 common hardwoods, being a comparison for six years. If any of you doubt the value of these statistics just a little time and study of this page should convince you. It speaks eloquently of the tragedies of overstock in the years 1908, 1910 and 1911, and it tells just as plainly what our duty is today. With a lighter stock than any July 1 since 1907, with one exception, and with less than half the average stock unsold, no one should hesitate to ask the price for No. 3 common that it should bring with every assurance that he will get the price if he holds for it.

Your committee has not thought best to recommend or submit for your consideration a new list of prices, but the reports of members show that many are obtaining higher prices for several items, notably thick high-grade maple, beech in nearly all grades, and the higher grades of birch. This is especially true when the higher grades are sold separately from the other grades, as many manufacturers believe, and we think correctly, that if the customer wants firsts and seconds only or high-grade common and better, and is unwilling to take the lower grades, he should pay at least $1.00 per M more than if he took the stock log run on grade prices.

Owing to the general strength shown in market conditions manufacturers should be slow to take on large contracts for future shipment except at good prices, for the reason that higher prices may be reasonably expected later on unless some unforeseen condition should develop that would seriously change general business conditions.

D. H. Day, chairman of the grading rules committee, was preceded in delivering his report by further remarks by R. S. Kellogg who again asked for co-operation on the part of Michigan manufacturers, stating that all Wisconsin concerns feel the need of some kind of changes in grading rules on hardwood but that they are not certain which changes would be the wisest.

Following his report, Mr. Day made a motion that was seconded and carried that the inspection committees of the two northern associations hold a joint meeting at as early a date as possible to go thoroughly into every phase of the proposed changes in rules with instructions to report at the October meetings of both the associations. Prior to the adoption of this resolution, various members talked on the question bringing out the fact that legislation of value to lumber is not possible in all cases. One member deplored the tendency to work logs into small stuff and suggested that a premium should be placed on long, wide boards by the adoption of such rules as would lead the sawmill men in this direction.

R. S. Kellogg then told of the publicity campaign as recently adopted by the Northern Hemlock and Hardwood Manufacturers' Association, the plan of which is outlined elsewhere in this issue of HARDWOOD RECORD in the report of the meeting of that association. Mr. Kellogg suggested the advantage of combining the two associations for the purpose and his suggestion was heartily received. President Bigelow suggested that the matter be referred to the market conditions committee with instructions to report at the fall meeting.

President Bigelow then appointed a nominating committee as follows: N. M. Langdon, O. S. Hawes, J. C. Ross, F. A. Diggins, W. C. Hull.

Upon the retirement of the nominating committee, H. C. Hickok reported on the work done by the Forest Fire Protective Department of the association.

In answering questions of the association members, Mr. Hickok stated that he found it extremely difficult to adequately cover the large area embraced in the department membership. He suggested that the use of an automobile would be a great asset to him in his work. Mr. Hickok's efforts were warmly approved by various members who have had the opportunity to observe just what he is doing in the woods. An assessment of two cents per acre was voted to continue the Forest Protective Department during the coming year.

The nominating committee then suggested the following officers for the ensuing year, all of whom were unanimously elected.

PRESIDENT—F. I. Richardson, Alpena.
FIRST VICE-PRESIDENT—C. A. Bigelow, Bay City.
SECOND VICE-PRESIDENT—D. H. Day, Glen Haven.

The present board of directors will continue in office.

T. W. Hanson, following the line of thought as opened by Fire Warden Hickok's report, suggested that a motion would be in order instructing the railroad committee to take up the matter of getting the railroads in the state of Michigan to install proper screens in their locomotives, to comply with the state laws. The motion was supported and carried. Various types of screens were then exhibited and explained by Mr. Hickok.

A rising vote of thanks to Retiring President C. A. Bigelow for his work during the past three years was the final business before adjournment.

During the meeting it was learned that Bruce Odell had received word of the death of his mother and the esteem and affection with which he is regarded by the membership were manifest by the many expressions of regret which were evident.

Gulf Port Lumber Shipments

Official statistics of the exports of lumber from southern ports show that New Orleans, Mobile, Pensacola and Gulfport, despite the numerous difficulties which have retarded shipments from the Gulf coast during the greater part of the year closing June 30, handled almost half the total. New Orleans jumped from fourth to third place in the exportation of lumber, Gulfport retained first place, while Pensacola advanced from third to second. Mobile dropped from second to fourth place.

Taking the total figures, the comparison is a favorable one for the export trade. The grand total for the year was valued at $96,782,186, as compared with $92,225,951 for the preceding year. The four principal Gulf ports around which centers the greatest interest—New Orleans, Mobile, Gulfport and Pensacola—taken collectively, show a reverse. Gulfport and Mobile show a considerable decrease, while New Orleans and Pensacola show increases.

New Orleans, individually, while showing a falling off in staves and log shipments, still holds first place in these specific exports. The port handled substantially more than half the entire stave exports for the year.



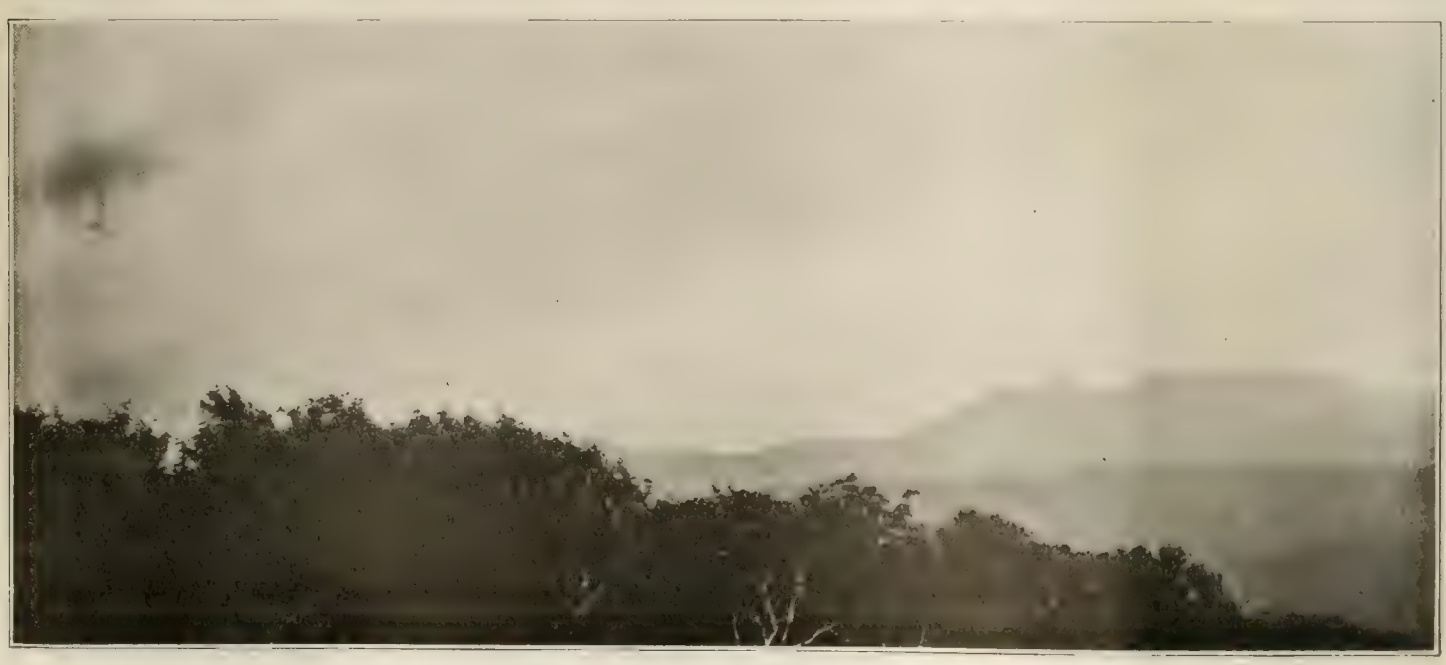
CAMP GIPSON AND ANNEX

Across the Smokies on A Mule

CHICAGO, Aug. 7, 1912.

Damon and Pythias are sojourning at Camp Gibson. D. and P. in this case are Chicago professional friends of mine of the dental variety; that is, they are dentists, with all kinds of letters hitched to their names, and fancy furniture in their offices, including "weapons" in large enough variety to break into a safe or to make a man so mean and miserable that his wife can't live with him. The doctors brought down their own tents, cots and blankets. In spite of my injunction that this plunder was all they needed in addition to my camp equipment, they brought other things to the extent of about a ton. Such a collection of paraphernalia in a mountain camp never was before witnessed. It includes shoe trees, a half dozen varieties of toilet soap, hot water bags, drugs enough to fit out a first-class apothecary shop, dust rags, soiled linen bags, sheets, pillow-cases and embroidered towels, jars of marmalade, tins of fancy tea, boxes of chewing gum and nut meats, candies, cigarettes, manicure sets and appliances, binoculars, bait for blue fish and muskellunge, fishing tackle for all sorts of the finny tribe from a whale to a minnow, cutlasses, knives and an armament that would fit out a local military company on general training day. It's a shame to give these fellows away, but one of them is a married man and his wife did the outfitting for him, and the other is a professional misogynist. Who put his layout together the Lord only knows, but certainly it is quite as elaborate as the other man's. One of the doctors can't go near a trout stream without slipping off a rock into the deepest hole; and the other one spends half his time in getting lost within half a mile of camp, and having desperate hairbreadth adventures in getting back to the camp fire. However, they are bully good fellows, and it is a shame to talk about them in this fashion. They are really having the time of their lives, and so are the natives who get a glimpse of their boudoir tents.

Dr. Damon Cann insists upon having Cross & Blackwell's marmalade at every meal, an article tabooed at any respectable woods camp, while Dr. Pythias Wagner is quite amenable to camp regulations, and will eat trout if they are on the bill of fare; if not, will get along peaceably with pork and beans. Up to last week I rather made a nuisance of myself in attempting to engineer camp cuisine, but now have left the camp in their



CLINGMAN'S DOME FROM SILERS BALD AT SUNSET

charge for a couple of weeks. How they are hitting it off with Avery, the cook, I haven't the least idea. However, Avery is a diplomat, and probably still will be holding his job when I get back.

* * * * * *

I coaxed R. E. Wood of the R. E. Wood Lumber Company of Baltimore and of the Montvale Lumber Company of Fontana, N. C., up to camp a few days ago. He arrived there in fair order, considering that he had encountered a steel car wreck on the Memphis Special over near Bristol the day before, and had a bruised knee and a bunch of hand baggage that looked as though it had been dropped off the roof of the Singer building.



UNCLE QUILL ROSE



R. E. WOOD ON APEX THUNDERHEAD



AUNT VICEY

I suggested to R. E. that we make a hike over the top of the mountains into North Carolina and down the valley of Eagle creek, which belongs to his company, and pay a visit to his sawmill enterprise at Fontana on the Little Tennessee river. Ed. Ijams of the Elkmont Contracting & Supply Company chartered a pair of mules for us from Mat Bradley over Sugarland way, and Mat and the mules met us down the logging road at Elkmont. Of course we had to have Bud Lowe go along, and while Bud never before had been out of the state of Tennessee, he knows the mountains, the trails, how to build a night's shelter, how to cook and how to keep a tenderfoot out of trouble every minute on any sort of an old hike in the Great Smokies.

Mat Bradley went along to watch Bob, the yaller mule, and Jack, the black one, and to insure his sometime getting them back to his clearing. The mules were loaded with pokes of oats, blankets, grub for a week's hike, cooking utensils, saddle pockets of photographic paraphernalia, and R. E. and myself. When a mountaineer is in a hurry to go anywhere, he never fools away any time with live stock. He can reach his destination afoot much faster, hence there was no offense in asking our attendants to walk.

We left the Little River Lumber Company's logging headquarters at Elkmont at six o'clock in the morning and climbed the trail up Jake's creek past Dripping spring and the length of Miry ridge, reaching Cold spring in good season for a hot midday meal, which Bud cooked over a hastily constructed camp fire. At three o'clock we reached Silers Bald, 6,100 feet above sea level. The afternoon was perfect, and Mr. Wood and I stayed up on the rock-strewn bald meadows of the mountain top until sundown, viewing the glories of Clingman's Dome, the highest mountain peak in the region, in the middle distance, and the succession of wooded valleys and slopes in all directions in both North Carolina and Tennessee. The grass-covered meadow on the top of Silers Bald is surrounded by a fringe of stunted and moss-covered beech and buckeye, but there are surpassing views obtainable down the valleys of Forney and Hazel creeks in Swain county, North Carolina, and over the entire headwaters of the Little river in Sevier county, Tennessee. To the east could be traced the tortuous course of the Little Tennessee river, and rising beyond in monumental masses was the great mountain region of Graham and Monroe counties, North Carolina. As the night closed down we walked down below the top a little ways, where Bud had a hot supper prepared for us over a blazing camp fire, and had constructed a substantial shake-covered shelter for the night. Our appetites made short shrift of the steaming bacon and cornbeef, the hot coffee and the bread and butter, and before nine o'clock we were all rolled in our blankets and sound asleep.

The next morning opened with a fog which had settled down over the mountain tops, and a slight drizzle of rain. We had breakfast bright and early, but it was after nine o'clock before we resumed our hike. Noon found us again at the sparkling Cold spring, at the end of Miry ridge, where we encountered two other parties of wayfarers. One was a duo of moonshine whisky peddlers, and the second a "hick" from one of the Little River Lumber Company's camps, who was making the twenty-five mile hike from camp No. 13 across the mountains to Bryson City, where he had been subpoened as a witness in a murder trial.



THE HALL CABIN

He was accompanied by his slight, sad-faced "woman," who bore in her arms a year-old baby. The hick had evidently done business with the bootleggers, as he was scarcely able to navigate, carrying a tiny pasteboard grip which contained the family's small belongings. He insisted that we have a drink with him out of his half depleted quart bottle of "shine," in which he was accommodated. An exchange of courtesy consisted in tucking a glass of Armour's bacon into his half empty grip. The encounter was a pathetic commentary on the life habits of the average lumber jack of the mountain region.

From Cold spring we made the long hike at right angles with the Miry ridge trail, across the intervening ten miles to Briar ridge, and up that formidable rock bristling backbone of the mountain to Thunderhead, another point on the state line between Tennessee and North Carolina, which lies in sheer grandeur at a height of 6,000 feet above sea level.

Confession is good for the soul, therefore it may be stated that the fog shut down on us before six o'clock that evening, and in spite of Bud's woodcraft and knowing-where-he-is-at every minute, we got lost for fair. Two hours before we had passed the Hall cabin, a famous landmark on the state line, but exactly where we were at the moment in question we had but a very indefinite idea, save to know that we were somewhere on the mountain tops on the state line between Tennessee and North Carolina, and probably either in Sevier or Swain county. There was a drizzling rain; the wind was blowing chillily; there was no available shelter in sight nor no material from which to make one. After finally locating a tiny spring-fed brook, we hustled to get some hot supper into us, and to make shift of any sort for a night's camp.



THE FIRST NIGHT'S CAMP AT SILERS MEADOW

We were on a mountain side at an angle of twenty-five degrees, with no level space within reach big enough to set a hen to say nothing about room enough for four men to lie down in comfort. However, Bud was equal to the occasion, and after felling an eight-inch beech, he staked a log from it onto the side hill. Laying some beech brush back of it, we built a camp fire below it. After darkness shut down on us, we managed to cook the supper. We lay down in a row, wrapped in our blankets, with our knees over the log, and our feet to the fire, under the shelter of a sizable tree.

It was not a remarkably happy night, because lying on one's back in the brush with the hollow of his knees over a log to keep from slipping off into the depths of the unknown, with the chill of fog settled down over him and striking his marrow, does not contribute to any particular comfort, especially if he knows that he is lost good and plenty. The faithful mules had to stand up on the side hill all night, but got their water and oats all right, and made no particular kick about the situation. Along about midnight I punched Bud in the ribs, explaining to him it was devilish cold and getting colder, and suggested that he had better mend the camp fire, or we might be frozen stiff before morning. Nothing ever disconcerts Bud, and with cheerful alacrity, he dug out of his blanket and attempted to add fuel to the camp fire. In stirring the blaze he loosened the back log,



QUILL ROSE'S CABIN ON EAGLE CREEK

and we all sat up in amazement to see the blazing tree trunk play hop-scotch for a thousand feet or more down the mountain side before it landed in the creek bottom. In the darkness we had camped on the very verge of an abyss. However, Bud got the fire going again, and we had a fitful sleep until four o'clock, when we were fully ready to crawl out and partake of hot coffee and of the various plunder that we had in the way of food.

Loading up the mules again we struck back for the top, and within thirty minutes landed on the very summit of Thunderhead, which we easily recognized. The fog was still with us—it was shut down tight—and we couldn't see four rods in any direction. Around us we could see and hear scores of cattle, horses and mules, feeding on the rich grass, so we simply waited for the fog to rise, so that we could locate ourselves.

At nine-thirty the wind started up, and in ten minutes the glories from the mountain top—the wooded ridges and valleys for miles in all directions—were revealed to us like a gigantic panorama of half the world. Bud picked up the trail promptly and we started for the head of Eagle creek valley. In the course of an hour we had our second encounter with humankind during the hike in the form of a cattle herder, who lives in a shack near the Hall cabin, another famous landmark shown on the government maps as being on the state line. He very accommodatingly guided us to the Eagle creek trail, and we struck down that splendid

wooded valley, the property of the Montvale Lumber Company, for seven miles or more, and at one o'clock landed at the cabin of Quill Rose, famous in mountain history as having been accused for many years as knowing all about how white corn whisky was made, but never having had any connection with the enterprise proven. From previous experience I knew of the hospitality of both Uncle Quill and Aunt Vicey, his wife, and we were at home in a minute. Aunt Vicey cooked us a splendid dinner, and after mounting the mules we hiked three miles farther down through the splendid virgin timber to the upper end of Mr. Wood's logging railroad. The boys took the mules back to Uncle Quill's, and the telephone quickly brought a logging locomotive up the end of the line, which hauled us down the seven mile run to Fontana, the seat of the lumber operations of the Montvale Lumber Company.

This Eagle creek and its immediate contiguous Bone valley, belonging to Mr. Wood's company, is one of the finest hardwood timbered sections in all the world, and in many respects is without a peer in timber value, as well as for scenic beauty. The timber is absolutely virgin, and consists of about thirty per cent poplar, twenty-five per cent chestnut, twenty-five per cent oak, largely white oak, and a twenty per cent sprinkling of white pine, yellow pine, white ash, beech, birch, etc.; hence it is pretty nearly a poplar, oak and chestnut proposition. The remarkable feature of the timber is its extreme length of bole, and the fact that it



QUILL ROSE'S STABLES

is of medium size. There is no extremely small timber, and little very big timber—that is, it is timber running from 24 to 40 inches in size, and of remarkable uniformity. In physical quality the timber is hard to beat in any section of the land. Mr. Wood employs a three-foot gauge railroad, Climax locomotives, Clyde Iron Works log loaders and logging trucks in his woods operations, and the work is carried on with high efficiency and at a very moderate cost. The work is under the direct supervision of Mr. Leidy Wood, a brother, and reflects distinct credit on his ability as a woods manager; but no more so than do the problems which he has surmounted in the sawmill and general lumber operations themselves at the railroad terminal at Fontana, along the Little Tennessee river. In this cove of the mountains in which there was bare room for the creek itself, Mr. Wood has built not only a sawmill, but a machine shop, more than fifty houses for operatives, an excellent and well-stocked commissary, a little gem of a hotel, besides providing for ample lumber yard space. Every detail of the operation is splendidly handled.

The operation at Fontana is certainly a unique one, very interesting and promises handsome profits to its owners. I never really enjoyed a visit to a sawmill community as much in my life as I did this one.

I never saw a bathtub look quite as good to me as did the one at the hotel at Fontana, and both R. E. Wood and I did ample



THE SPENCE CABIN

justice to the splendid meals that we had at this mountain hostelry. I robbed the commissary of clean underclothing, and even borrowed a razor from one of the boys to clean up a week's stubble from my face.

The next afternoon Mr. Wood and I embarked on the good Climax "Robert L.," and within the hour were landed at the end of the logging line, where our satellites met us with the faithful Bob and Jack, and we hiked up the trail to Quill Rose's, where we spent the night. During the early evening Quill showed us his grist mill where it is just possible that some of his neighbors in the remote past have produced the "makings" of corn whisky. Incidentally he showed us, a quarter of a mile from his cabin, the remains of an old moonshine still which it is alleged someone operated for fully twenty years, in the manufacture of good "doublins," without any intervention from Uncle Sam's internal revenue department. It is just possible that there is some white whisky made in Eagle creek valley at present, but if there is, Uncle Quill doesn't know anything about it. At the present time he is engaged in peaceful agricultural pursuits, and with the assistance of Aunt Vicey conducts a stopping place for the wayfarer.

There was no incident of the night, save at about two a. m. Uncle Quill's sonorous voice roused us from sleep in the annex with: "Hay there, one of your mules is down."

Bud and Mat hiked out to the stable, to find that Bob had discovered more allurements in Uncle Quill's corn field, than he could see in a crib stall in the barn, and hence had availed him-



THE NIGHT'S CAMP AT THE BRINK OF THE PRECIPICE

self of his talent of breaking door fastenings, to enjoy a feast of green "roughness."

We were all up at four-thirty, and after having had breakfast on the porch before sun-up, were again in the saddle and started up the trail for Little Bald and the top of Thunderhead. We left Uncle Quill's at five forty-five and made a quick trip to the top



ABANDONED STILL NEAR QUILL ROSE'S CABIN

and down the other side along Boat mountain over the old Anderson road, headed for Townsend. We stopped for an hour at our last camp to cook dinner, and feed the mules, and landed at Townsend at two forty-five that afternoon, having made a twenty-four mile hike. That was going some for both mules and men. Mr. Wood had an engagement early the next morning at Bristol, and caught the evening train to Knoxville. Mat and Bob hustled the mules into a box car on an up-the-river logging train, and we all went back to Elkmont that afternoon, and Bud and I reached Camp Gibson early the next morning.

It was a great hike, and a wonderful panorama that we saw, but it is beyond my powers of description to tell the story adequately. Suffice it to say that it was so alluring that I am going to duplicate the trip within the next few days, on which expedition I hope to be accompanied by Chief Forester Graves and First Assistant Hall. It must be known that this region is right in the heart of the new Appalachian park that the government is acquiring, and hence the heads of the Forest Service are particularly interested in the region.

* * * * *

Dr. Damon Cann sends me a chronicle of camp news. The most interesting and at the same time pathetic thing that has happened since I left, is that Ave Cogdill's famous plot hound John, who was able to lick a bear single handed, has been monkeying around Ave's bear traps, and got caught in one of them. The result was that the poor brute has lost a foreleg. He limped into camp on three legs at midnight a few nights ago, half starved, and with every evidence that he had been in prison in the trap for a week. The good doctors played the humanitarian act, and dressed his stump with my best surgeons' bandages, antiseptic powder, peroxide of hydrogen and zinc ointment, and fed the poor famished brute, after which they conveyed him back to his owner three



THE STOP FOR DINNER ON THE ANDERSON ROAD

miles down the trail. It's too bad. John was a good dog, and I hope if Ave ever gets another one half as good, he will take heed of the law, and cut out his bear-trap foolishness, and hunt bears on the level.

It's doing some stunts at raining at camp right now—likewise at Chicago.

H. H. GIBSON.



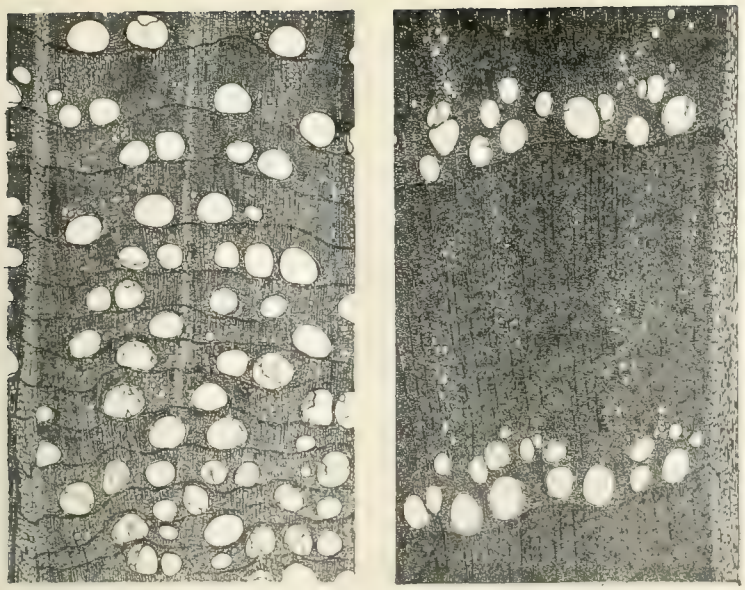
QUILL ROSE'S PRIMITIVE GRIST MILL



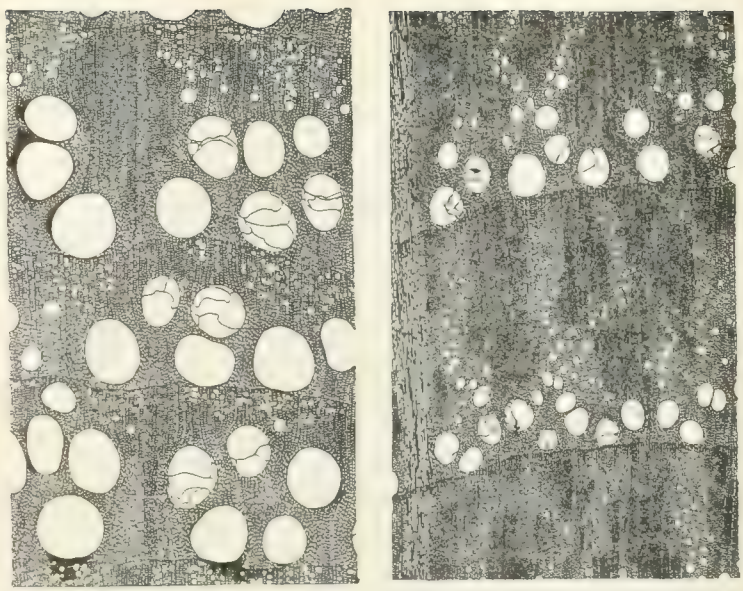
MEIGS MOUNTAIN FROM ANDERSON ROAD



THE EDITOR AND BOB LOST IN THE FOG



Cross sections of swamp white oak (*Quercus platanoides*) showing the effect of rate of growth. The specimen on the right grew rapidly and produced a dense, hard and strong wood with few and small pores, while that on the left grew very slowly and is very porous and light. Both magnified twenty diameters.



Cross sections of bur oak (*Quercus macrocarpa*) showing the effect of rate of growth. The specimen on the left grew slowly and is made up of large pores and few wood fibers, while the other grew more rapidly and has smaller pores and a very high proportion of wood fibers which give weight and strength. Both magnified twenty diameters.

Wood Growth and Properties

Other things being equal, the strength of wood varies with the weight, that is, the heavier the wood the stronger it is. This of course is true only in case greater weight is due to increase in the amount of wood substance. A wood heavy with resin or other infiltrated substance is not necessarily stronger than, perhaps not as strong as, a lighter specimen free from such materials.

The weight of wood substance is practically the same for all woods, being a little greater than one and one-half times that of water. The reason that any wood floats is that the air imprisoned in its cells and cavities buoys it up. Leaving out of consideration infiltrated substances, the reason one wood or piece of wood is heavier than another of equal moisture content is because it contains a greater proportion of wood substances—in other words, is denser.

It is a matter of common experience that specimens of wood of the same species and even from the same tree exhibit great variation in density and consequently in strength and stiffness. It is not always possible to explain why this is true. In the case of certain woods, however, there exists a pretty definite relation between rate of growth and the technical properties, while in others no such relationship can always be inferred.

Hardwoods may, on a basis of structure, be readily grouped into two classes, viz., ring-porous and diffuse-porous. As previously stated in HARDWOOD RECORD a tree increases in diameter by the formation between the old wood and the inner bark of new woody layers which envelops the entire stem, branches and roots. In cross section, as on the end of a log, these layers appear as concentric zones or rings. Each ring consists of two more or less readily distinguishable parts, the inner, called early wood (spring wood), and the outer, or late wood (summer and autumn wood).

In ring-porous woods such as oak, chestnut, ash, black locust, catalpa, mulberry and hickory the larger vessels or pores (as they are called in cross section) become localized in the early wood, thus forming a region of more or less open and porous tissue, while the wood fibers preponderate in the late wood, thereby producing a much denser layer. It is to these wood fibers that hardwoods owe their weight and strength while pores (which are essentially holes) are a source of weakness. To quote a British expert: "From a timber merchant's point of view the question of growth is an important one and it must be borne in mind that it is wood and not cavities the user wants—the greater the proportion of pores the less wood and the less weight and strength." In good oak these large vessels of the early wood occupy from six to ten per cent of the volume of the log while in inferior material they may make up twenty-five per cent or even more. The late wood of good oak, except for radial grayish patches of small pores, is dark-colored and firm and consists of thick-walled fibers which form one-half or more of the wood. In inferior oak such fiber areas are much reduced in both quantity and quality. Such variation is very largely the result of rate of growth.

In diffuse-porous woods the vessels or pores are scattered throughout the ring instead of collected in the early wood. Examples of this kind of wood are maple, gum, yellow poplar, buckeye, basswood, beech, cottonwood and willow. In such woods, as well as in conifers or softwoods, there appears to be no definite relation between rate of growth and the quality of the wood.

In ring-porous woods of good growth it is usually the middle portion of the ring in which the thick-walled, strength-giving fibers are most abundant. As the breadth of ring diminishes, this middle portion is reduced so that very slow growth produces comparatively light, porous wood composed mostly of thin-walled vessels and wood parenchyma. Wide-ringed wood is often called "second-growth" and in the manufacture of articles where strength is an important consideration such "second-growth" wood is preferred.

This is particularly the case in the choice of hickory for handles and spokes. Here not only strength but toughness and resilience are important. The results of a large number of tests on hickory by the United States Forest Service show that "the work or shock-resisting ability is greatest with wide-ringed wood that has from five to fourteen rings per inch; is fairly constant from fourteen to thirty-eight rings, and decreases rapidly from thirty-eight to forty-seven rings. The strength at maximum load is not so great with the most rapid-growing wood; it is maximum with from fourteen to twenty rings per inch, and again becomes less as the wood becomes more closely ringed. The natural deduction is that wood of first-class mechanical value shows from five to twenty rings per inch, and that slower growth yields poorer stock. Thus the inspector or buyer of hickory should discriminate against timber that has more than twenty rings per inch. Exceptions

exist, however, in the case of normal growth upon dry situations, in which the slow-growing material may be strong and tough.''

There exists among users of hickory a prejudice against the heart-wood. Specifications place white hickory (that is, sap-wood) in a higher grade than red hickory (that is, heart-wood) on the belief that any sap-wood is stronger and more resilient than any heart-wood. In the case of large and old hickory trees the rate of growth in the sap-wood is very slow, the rings are narrow and, as has been previously shown, are deficient in wood fibers which give strength. In such trees the strongest wood is the heart-wood (provided it is sound) since the tree grew fastest (that is, made the widest rings) in youth. In young hickory trees of thrifty growth, however, the best wood is in the sap since the heart is more likely to be defective from small knots. The results of exhaustive tests show conclusively that the change from sap-wood into heart-wood does not affect either the strength or the toughness of the wood.

There is a prejudice, too, against southern-grown hickory, the impression being that it is more porous and brashy than hickory from the North. As a matter of fact the hickory from the South is mostly large old forest-grown material while that of the North with which it is compared is largely young ''second-growth.'' If material produced under similar conditions is compared no difference will be found.

After a careful study of the chestnut tree by the United States Forest Service the effect of the rate of growth on the quality of the wood is summarized as follows: ''When the rings are wide, the transition from spring wood to summer wood is gradual, while in the narrow rings the spring wood passes into summer wood abruptly. The width of the spring wood changes but little with the width of the annual ring, so that the narrowing or broadening of the annual ring is always at the expense of the summer wood. The narrow vessels of the summer wood make it richer in wood substance than the spring wood composed of wide vessels. Therefore, rapid-growing specimens with wide rings have more wood substance than slow-growing trees with narrow rings. Since the more wood substance the greater the weight, and the greater the weight the stronger the wood, trees with wide rings must have stronger wood than those with narrow rings. This agrees with the accepted view that sprouts (which always have wide rings) yield better and stronger wood than seedling chestnuts, which grow more slowly in diameter.''

The effect of rate of growth on the durability of post timbers has not been definitely determined, but from a large number of observations made under the direction of the Ohio Agricultural Experiment Station it would appear that ''timber that grows rapidly and in the open is not as good as the same variety that grows in the woods. This has been observed especially in the red cedar, the catalpa, and the locust.'' For instance, in a considerable number of fences of catalpa the posts which showed the widest rings also evidenced the greatest decay. In one case where the posts were wide-ringed they completely rotted off in eleven years while in another instance posts with narrow rings had been in service for thirty-one years and 88.5 per cent were still sound.

In summary, if material is wanted for strength and resilience the weight of the wood should govern, and this in turn is determined very largely in ring-porous woods by the width of the growth rings as seen on cross section. Such material, however, is more susceptible to atmospheric changes, that is, it will shrink and swell or ''work'' more. Hence for interior finish, inside trim, certain kinds of furniture and for other uses where lightness and minimum of ''working'' are preferred to strength, slow-growing woods are best. For durability in contact with the soil the slow-growers appear to have the advantage. S. J. R.



The Handle Trade



BROOM HANDLE MANUFACTURE IN SAWMILLS

A prominent manufacturer of broom handles was recently pressed for his opinion as to the advisability of sawmill operators engaging in the manufacture of broom handles as a side line. Speaking of this phase of the question the gentleman said:

''I don't want to discourage any one from entering into the manufacture of broom handles (although I think there are already enough handle factories in operation) but I would like to impress on those contemplating entering this line to investigate it carefully beforehand, figuring out exactly the product from a thousand feet of lumber, the cost of manufacturing it, and various other information necessary. As a rule figures based merely on the general run of information will show that there is a big profit available in the manufacture of broom handles, but a different condition is shown on actual investigation of operations in some well regulated handle factories. For instance, every 5,000 feet of lumber sawed up through all the processes up to the time the handles are bundled into grades, will show that there is a great difference between actual facts and theoretical figures. There is a great variation in the way lumber will cut up, and there is also a variation in the rate of capacity of lathe. It will be found that the very best grade of maple lumber is necessary to make high-grade handles, and that high-grade lines are the ones that show the profit. Handles of inferior quality seldom bring enough to pay for the lumber. There will also be edgings from the rip saw, cull handles in the blanks and also finished that are not worth the value of the timber used. Of course it would be foolish to state that there is no money in the broom handle business, for if this were true very few people would be in it. There is a good profit in this line for concerns that know well how to buy their lumber, how to work it properly and grade it correctly, and further are familiar with the best methods of marketing their output. A reputation for specific knowledge of the handle business is a strong asset to the broom handle manufacturer.

''A sawmill concern of good standing manufacturing considerable maple, say from 5,000 feet up a day, ought to be able to make broom handles at a profit if it starts out in the right manner and is willing to learn by experience. Much difficulty is encountered in the actual manufacture of the handle, as it seems that the handle lathe is one of the hardest to operate. An inexperienced man can never be placed in charge of one of these machines, for as soon as this happens trouble will result. As long as a lathe is in perfect order any one can start it and can even grind and sharpen the knives, but when the knives are out of the correct shape or the heads are out of center, it is time to call in the experienced man. In fact experienced handlers of these lathes occasionally get into trouble and have to send to the factory for assistance in their adjustment.

''A sawmill man contemplating entering the handle business should first secure the services of an experienced broom handle manufacturer, one who is intimately acquainted with the best methods of manufacture; who knows all about handle lathes and the grading of handles, and who is also fairly familiar with market prices. A great deal of agitation in the market for broom handles is caused by small mills who make this business a side line, and who simply turn out the handles on any basis and market them without any definite idea of their actual value. The reason for the price cutting, of course, is that they do not know what it costs them to make a thousand handles. They feel that inasmuch as they are supplying the material themselves, it is an inexpensive item, whereas they should consider the cost to themselves exactly what it would cost any other manufacturer to sell it. At the end of the year they apparently figure a profit on this basis and

are satisfied. Inexperienced men militate against the quality of the handles and result in a great production of low-grade stock. It is necessary for every factory to turn out a certain percentage of low-grade handles—in fact this percentage often runs larger than is desirable—but the experienced handle manufacturer is constantly trying to cut down his percentage, and to get the price on these handles to a point where he can realize at least the value of the lumber contained in them. This effort is rendered particularly hard because of the fact that so many low-grade handles are being constantly put on the market.

"If the firms making broom handles as a side line would keep a close account on them for a month all through the factory, charging every legitimate charge against them as they would in any other line of a well regulated business, and would also keep a close account of the percentage of each grade when ready for the market, it is a safe conclusion that the handle market could be materially strengthened. If it is found that the handles are not of sufficient quality to bring the right price, then the remedy is to secure the services of some one who will show the firm how to manufacture."

* * *

"Handle manufacturers report that there should be a brisk demand for basswood lumber at this time of the year, as the handle men usually lay in a supply of this wood to manufacture ceiling handles for winter and spring delivery. Basswood is well suited for this purpose on account of its light weight and the ease with which it is worked, also its ability to stay straight. However, unless it is well dried it will not go through the lathes. For this reason the handle men usually buy it early and dry it themselves.

"It would seem that the big sawmill firms are disposing of all their maple lumber for flooring stock and other lines, as it is very difficult for handle men to buy it at any price. As a consequence the handle man has to get his supply entirely from the smaller mills scattered all over the country, and while the price is usually less, the quality is decidedly inferior. In a great many cases these small mills ship stock which cannot be used. In some instances other wood, such as oak, chestnut, poplar and sycamore, is loaded with the maple. Of course this is an absolute loss to the handle man. In other instances valuable and more easily marketable woods, such as cherry and bird'seye maple, are mixed with the ordinary handle stock.

"The demand for broom handles has been fairly consistent right along, whereas in former years there was no trade at all during June, July and a part of August. While the business as a whole has been rather dull, still this unusual summer demand has brought up the aggregate volume considerably." H. B. A.



Utilizing Minor Hardwooods



On every logging operation there are almost sure to be certain trees of so-called inferior kinds. It was formerly the custom to leave all such in the woods, but with decrease in the supply of the best grades of timber, utilization has gradually become more nearly complete until now no good operator will intentionally leave merchantable material of any kind in the woods unless there are good reasons for doing so. If he is interested in a second cut he may leave trees of the smaller sizes to grow until he returns, but such trees should be of the better rather than the inferior kinds since they determine largely what the succeeding young growth shall be.

Under the old conditions, when there was a surfeit of the best kinds of timber, not only were the poorer species left in the woods but also many trees of the better kinds which were not of sufficiently high quality to meet the exacting requirements of the trade. For example, in northern Michigan the first lumbering operations removed only the best white pine. Such hemlock as was cut was largely for the bark alone, and the peeled logs were left to rot. A second cutting removed such pine as was left, the best of the hemlock, and the better grade of hardwoods. These lands are now being visited for a third time and almost everything of merchantable size removed, irrespective of species. As a result, the lumber yards today contain a great assortment of species and a much higher proportion of low-grade lumber than formerly.

This closer utilization is bringing nearer the time when timberland owners can afford to consider their holdings a permanent part of their plant and handle them with a view to continual logging operations on the same tracts. One hears much of the wasteful methods of the lumberman, but much of this waste has been unavoidable under existing conditions, and it is doubtful if anyone regrets it more than the lumberman himself. To remove timber at an actual loss can scarcely appeal to anyone as good business. As fast as the condition of the market permitted, the lumberman has welcomed the opportunity to increase the thoroughness of his utilization.

The time is passing when woods are judged by their names rather than by their merits. There is not a kind of wood growing but has its uses, although as yet many of them are imperfectly known. It is to the interest of everyone that the minor species of the forest should be employed for such purposes as they are suitable for. In this way the drain on the supplies of standard woods is reduced and the latter in turn are kept longer available for the more exacting uses to which they alone are entirely fitted.

Take hickory for an example. For certain purposes this wood has advantages not possessed by any other timber in the world. Its combination of strength, toughness, and elasticity, its great resistance to strains, twists, and shocks, make it the ideal wood for handles, buggy spokes, shafts, etc. Since for these special uses no substitute has been found, it is important that the supply of hickory be used conservatively and not dissipated in other directions where the demands are less exacting and capable of being filled equally well by less important woods. Any wood suited for highly specialized purposes should not be wasted in common and ordinary places, but reserved for purposes which no substitute can fill so well.

To quote a government work: "In some parts of Pennsylvania, hickory goes into mines as posts, props, rails, cribs and lagging. There are perhaps fifty kinds of other trees in that region as good as hickory for mine timbers, many of them better, for hickory is not an enduring wood in damp places. In West Virginia, oil-well derricks are occasionally made, in part, of this wood; while in parts of Missouri and in other regions where it happens to be convenient, it is taken for bridges, barn floors, and doors, fences, sheathing, piling, culverts, cross-ties, car stock and other similar purposes. In most instances these uses are unnecessary and wasteful. Such practice is on a par with a custom, once rather common, of splitting black walnut for fence rails. The difference is that the owners of black walnut know better now, while some hickory owners have the lesson yet to learn."

In spite of the more thorough methods of utilization now in effect in many parts of the country, there are a number of woods still considered of too little merit to warrant cutting. It may prove helpful to describe some of the minor species of least value and enumerate some of the purposes for which they are now being employed in some places. The removal of such trees from the forest not only lessens the drain upon the better kinds but leaves the forest in better condition for later crops of timber.

In certain parts of the South where pine is the principal timber tree, it is a very common practice to cut only pine and leave all the hardwoods standing. On the uplands these hardwoods are mostly oaks of various species but largely of the red oak group, and some hickory. In the lowlands and river bottoms there are red gum,

black gum, water oak and many other kinds. Such woods are left because market conditions at present are not favorable to their exploitation. Later these lands will be revisited and such material removed. Even now some of the mills, which in the past have cut only pine, are putting in equipment for handling the hardwoods.

One of the southern trees which occurs quite commonly and is little cut is evergreen magnolia (*Magnolia foetida*). It grows in swampy localities along the southern coast and in southern Arkansas. It seldom exceeds eighty feet in height; has a tall straight trunk occasionally four feet in diameter and has small spreading branches. The wood is decidedly variable in quality and appearance, often having dense streaks which make it rather difficult to manufacture. The prevailing color of the wood is white, but it is often streaked with black and occasionally with other colors which undergo change upon exposure. The wood was formerly used in small quantities for fuel, but is now being employed as a substitute for holly for backs of brushes, and for light panels in place of yellow poplar. It is also useful for boxes, woodenware, ox yokes and general lumber.

Two other southern trees becoming of some importance are buckthorn bumelia *(Bumelia lycioides)* and the chittimwood *(Bumelia lanuginosa)*. Both are rather small trees, particularly the former which is rarely over six inches in diameter. Both trees produce heavy, hard to moderately hard, light brown or yellow wood valuable for saw handles, small cabinet work, box lumber and small fence posts. Occasionally the wood is large enough for saw timber. It is also used locally for wedges and for fuel.

One is not likely to consider the small mountain laurel *(Kalmia latifolia)* of any commercial value, but it finds a place in the manufacture of smoking pipes. The roots and burls are well suited for this purpose and command a price of about twenty-five cents per hundred pounds at the factory.

Willow is often little thought of for timber, but it has many uses such as baseball bats, excelsior, meat boxes, office fixtures, pantry shelves, drawer bottoms, wagon beds, boxes, and crates. In panel work it is cut into veneer and used as the middle sheets while cabinet woods are placed on the outside, if intended for display. A good quality is employed in making artificial limbs, taking the place to some extent of buckeye which is a favorite wood for that purpose. Willow grows rapidly in moist situations and soon reaches post size, but is not durable unless creosoted.

Mountain ash *(Sorbus americana)* is frequently met with in northern states. It is a small tree rarely over thirty feet high and one foot in diameter. It has light, soft wood good for crates and small boxes.

Blue beech *(Carpinus caroliniana)* is a small tree very common in northern and central parts of the United States. The wood is hard and heavy and well adapted for single trees, small handles, wagon felloes, levers, and numerous small articles where strength is a requisite. Associated with it is the hornbeam *(Ostrya virginiana)*, also a small tree with very hard, strong, tough wood. It is used for axles, levers, wagon tongues and felloes, mallets, handles, wedges, fence posts and fuel.

The black jack oak *(Quercus marilandica)* is a particularly brushy and rough tree, usually of small dimensions. The large number of knots interfere with the use of this wood, but in spite of this fact it is utilized to some extent where other woods are scarce. Small pieces can be cut from it fit for the coarser grades of furniture. Its other uses are fuel, charcoal, tram ties, and occasionally it is used for rough construction lumber.

One way in which such woods can be utilized to save better kinds is in connection with logging operations in the woods. If the tram ties, skid poles, levers, wedges, boom poles, timbers for temporary piling, bridges, staging, etc., were, so far as practicable, obtained from the minor hardwoods which are usually right at hand instead of using the young growth of more valuable species merely because they worked a little easier or were a trifle handier, a material saving would result and the cut-over tract would be left in better condition.

In support of the statement that no tree is without its uses, provided they are sought for, may be cited as an example the yucca of the Southwest. With a stem structure that of an exaggerated cornstalk it bears little resemblance to wood, being mostly fibers and pith. When cut into strips, it has proved to be well suited for surgeon splints and for wrapping material for bottles.

These are but a few of the more extreme examples one might enumerate of woods formerly considered useless or of trifling significance but are now finding valuable uses, thus avoiding waste. There are numerous woods, such as red gum and tupelo, which have been slow in gaining the favor they deserve, largely because their exact qualities and merits and the best methods of handling the woods were not understood. More thought on the part of the owners and dealers will suggest many uses to which minor hardwoods of all kinds may be put, thus making the utilization more thorough and the profits larger. S. J. R.

Imports and Exports for June

Advance sheets of the monthly summary of commerce and finance issued by the Department of Commerce and Labor show that during the month of June this country imported wood and manufactures of wood aggregating $5,157,211. This is a favorable comparison with the figures of June, 1911, which come to $4,994,534. Of the cabinet woods, mahogany showed the greatest increase in value of import, which advanced from $184,923 in June, 1911, to $280,714 June, 1912. There is a decrease of $100,000 in the import value of logs and round timber during the year. The value of pulp woods imported increased by about $150,000, the total value being $812,940 for June, 1912.

In the manufactures of lumber such as planks, boards and deals there was a noticeable increase in import value, the total shipments of this stock advancing from $1,516,598 in June, 1911, to $1,832,966 in June of this year. The value of wood pulp imported totaled $1,166,675 in June, 1912, a decrease of $110,000 during the year.

The balance of trade as far as wood products are concerned, was decidedly in favor of the United States during the month of June. In this period the export value of wood and manufactures of wood reached $9,340,673, as against $9,856,604 in June, 1911. The total export value of American logs and round timber during the month was $465,363, and $480,659 in June, 1911. The value of hewn and sawed timbers of all kinds decreased from $1,689,131 in June, 1911, to $1,021,410 in June, 1912. The total value of all kinds of export lumber, including planks, boards, deals, joists, etc., aggregated $5,036,076 during June, 1912, a gratifying increase over 1911 figures, which were $4,779,491. These figures include various kinds of wood cut in different sizes and dimensions. The export value of shingles was not very large but almost doubled during the year. American furniture manufacturers sent abroad stock valued at $517,177 during June, 1912, which represents an increase of about $22,000 over June of the preceding year.

Lake Commerce for June

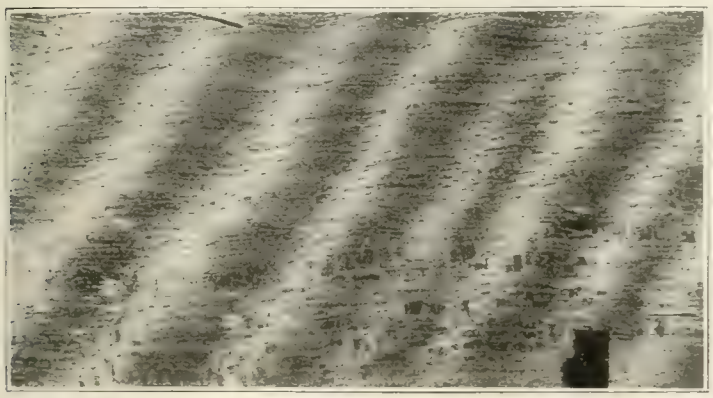
June figures of trade movements on the great lakes show that the record for June, 1912, is almost thirty-three per cent greater than June of last year. Lake shipments during the month aggregated 13,731,893 short tons and during the first six months of 1912 shipments reached 27,072,774 short tons. Material increases were reported on lumber, iron ore, iron manufactures, soft coal and flour.

Domestic lake shipments of lumber on the great lakes during June, 1912, aggregating 168,882,000 feet, were considered greater in volume than in June, 1911. The shipments during the present season of 425,916,000 feet were likewise greater than during the corresponding period last year. Lumber shipments were mostly from Lake Michigan and Lake Superior ports.

Shipments of iron ore from Lake Michigan and Lake Superior ports during June, 1912, amounted to 7,274,732 long tons, which is an increase of fifty-eight per cent over shipments of June, 1911. Iron ore shipments since the beginning of the year reached 13,394,964 long tons, an increase of fifty-four and a half per cent over the corresponding period of 1911.

Curly and Wavy Grain in Wood

It is rarely that a log is found in which the fibers run exactly parallel with the pith so that their course is straight. Fairly straight-grained pieces are common in small sizes, but in large sticks the grain exhibits various deviations from straight to wavy, curly, or more intricate designs. Departure from a straight course tends to

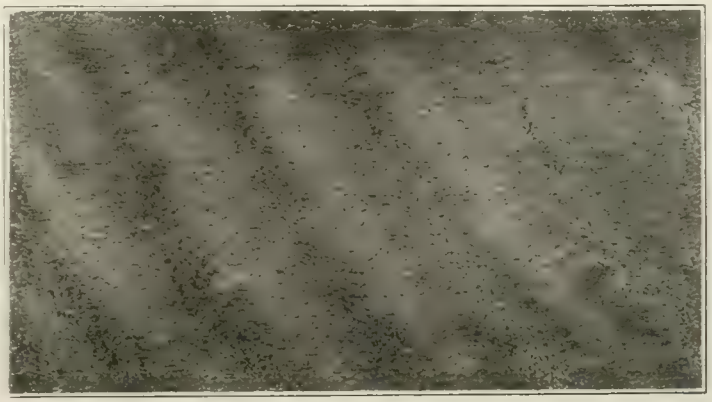


SPLIT SURFACE OF A CABINET WOOD SHOWING THE WAVES ON RADIAL SECTION. NATURAL SIZE

reduce the value of sawed timber where strength is essential, interferes with splitting, and makes planing difficult.

In cabinet work, interior finish, paneling and other uses where beauty of figure or design are the important considerations, irregularity of grain enhances the value of wood.

There are two principal kinds of wavy growth, one in which the waves occur throughout the tree and the other only in certain portions, such as near the insertion of large roots or branches, or in crotches. Certain species of trees have wavy wood throughout; in others occasional trees are found which show such structure. In such cases no satisfactory explanation has been offered as to the cause of the peculiar arrangement of the fibers and other wood elements. Sometimes the waves are large; again, they may be very small, although in the same specimen there is usually considerable regularity. Wood with small waves is said to be curly-grained.



PORTION OF THE SAME WOOD SHOWN IN THE FIRST ILLUSTRATION, AFTER BEING QUARTER-SAWED. NATURAL SIZE.

Wavy growth near the insertion of large limbs or roots is purely local and can be satisfactorily explained. When a tree is young the limbs are small and the roots have not begun to swell much at the rootstock. With increased growth the branches thicken and usually tend to form a more acute angle with the stem or trunk. The tree also becomes more or less swollen or buttressed at the base due to the necessity for firmer support in the ground. This change in form of the branches or roots produces a folding of the bark which may readily be observed by anyone, especially on trees with smooth bark.

Just beneath the bark is the cambium layer, a region of soft generative tissue which forms new wood and new bark. It is this layer that is torn when stripping the bark from a growing stem in the spring. The pressure of the bark on the cambium causes the new wood to be moulded to correspond with the corrugations on the inner surface of the bark. Consequently, as folds develop in the bark as a result of a shortening process, the wood is modeled accordingly.

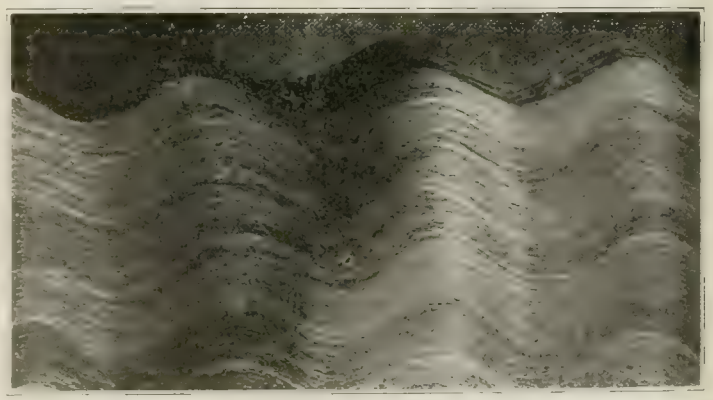
This change comes about gradually and if a wavy-grained stump is split through the middle, it will be found to be straight-grained in the interior (which was formed when the tree was young), and from moderately to decidedly wavy in the exterior. Usually the waves are in a tangential direction, that is, they run around the tree; but in trees with very hard bark that tends to retain its shape, the folding may be in a radial plane. Wavy grain also occurs in the bend of a crooked tree for the same reason.

Wavy grain adds to the beauty of any wood in which it occurs, and in wood otherwise handsome the effect is particularly pleasing. Thus, in mahogany and black cherry the wood cut from the crotch of a tree produces veneers of high value for artistic effects. Old black walnut stumps are highly prized for fancy gun-stocks, and areas long cut-over are sometimes visited in later years and the stumps removed for this purpose. Such wood is usually free from serious decay, but owing to the fact that it seasoned in large pieces is very likely to be checked in unfortunate places.

Woods in which the waves run in a radial direction, that is, from the middle of a tree outwards, are in English markets termed "hazel," as "hazel spruce" or "hazel oak." In satin-wood (*Xanthoxylum* from the West Indies and *Chloroxylum swietenia* from Ceylon) wavy grain is the normal condition and longitudinal sections exhibit alternate bands of lighter and duller luster, according to the direction in which the fibers are cut. The wood is very handsome and is extensively used for the backs of brushes.

Among the native woods it is very common to find wavy grain in buckeye, especially the yellow buckeye (*Aesculus octandra*). The undulations are mostly small. Specimens of redwood (*Sequoia sempervirens*) are found occasionally with very large, regular waves. Such wood must be cut in a radial direction (quarter-sawed) in order to bring out the full effect of the grain. Owing to the varying direction of the fibers, such wood is hard to surface without nicking or gouging.

An attempt has been made to improve the appearance of ordinarily plain woods by giving them an artificial wavy grain.



TANGENTIAL VIEW OF A PIECE OF REDWOOD SHOWING WAVY GROWTH. NATURAL SIZE.

To accomplish this, pieces of veneer one-eighth inch thick are pressed hydraulically between two slightly undulating iron plates, the undulations fitting into one another. When the wood is planed, imitations of mottled or of wavy wood are produced which are very satisfactory as substitutes for the genuine in cheap work. S. J. R.



Tales of the Trade



THE LETTER THAT HE LOOKED FOR NEVER CAME

M. F. Greene of the Davidson, Hicks & Greene Company, Nashville, Tenn., is noted among his friends as a great "home man," being devoted to his family and caring little for clubs or any species of "high life."

A number of years ago, several Nashville lumbermen were attending a lumbermen's convention in Cincinnati and on invitation of their hosts attended a dance "Over the Rhine." One of the boys was having a pretty good time when his fair partner asked him for a card and opening his card case the first thing he came across was one bearing the inscription "M. F. Greene," which he immediately passed out as his own.

On returning to Nashville he mentioned this to Mr. Greene, further stating that she promised to write soon and for months whenever Mr. Greene's spouse mentioned to him on his return home at night that she had received a letter that day he was seized with an acute attack of stage fright, feeling that it would take all of his previous good habits to square him and even then he had lingering doubts.

However, he escaped and though he still retains the name of his persecutor on his list of friends he states that there were times when he seriously considered dropping the name of a prominent lumberman from his roll.

AN ORATOR FROM THE BEGINNING

A good many years ago when John W. Love of Love, Boyd & Co., Nashville, Tenn., was attending high school in his native city, he made a statement to the professor in whose class he happened to be at that moment, that he knew the answer to a certain question propounded to him but could not answer it. The professor came back at him with the statement that we have all heard under similar circumstances, that if anyone knew anything he could tell it and immediately asked John if he knew anything about the game of baseball. The latter replied that he did and was requested to come to the platform and with chalk and pointer explain to the class all about the game. He was promised to be given what time was needed, it being the professor's evident intention to "rattle" young Johnnie before the girls.

Mr. Love promptly accepted the invitation and started in with an eloquent preface eulogizing the national pastime and then drew diagrams, cuts, explanatory lines and figures until the board was thoroughly covered and finally several hours later closed with a peroration that is remembered to this day by his admiring classmates and it was noticed that the same professor never called upon him again for a like service.

John modestly claims that he never made another speech as good as that one until he stumped Nashville for Bryan several years later.

A HOT RIDE

H. C. Newton of the Booraem-Powell Lumber Company, Minneapolis, recently related to some of his friends what he claims was the hottest experience of his life.

While in his teens at his home in Wisconsin he was out with a crowd one night coasting on a steep hill, probably a mile in length, and one of the boys dared him to make the trip down the hill on a big scoop shovel. "Newt" felt that to refuse was to lose his prestige with a certain girl who was present and he readily consented to make the trip.

Sitting in the bowl of the shovel and gripping the handle he was started off with a vigorous shove and states that from the moment of departure the temperature began to rise rapidly owing to the friction of the shovel on the glassy surface. He discovered smoke curling above his shoulders when about half way down but there was nothing to do but finish the trip, which he did, but was compelled to let someone else take his girl home as he could not comfortably sit in the sleigh.

Mr. Newton ate his meals from the mantel piece for a couple of weeks and further states that he has always had a fellow feeling for Buster Brown's "Tige" when the latter sat down in the hot glue.

SOME THINGS "DO MOVE"

S. M. Borgess of the Steele & Hibbard Lumber Company, St. Louis, on his first trip to Minneapolis several years ago, was sitting in the office of a customer on one of the upper floors of the Lumber Exchange. In Minneapolis it is well known that this building sways so much that pictures on the walls shake visibly and there are some rooms in which the door knobs have worn depressions in the plaster from continual swaying back and forth.

On this particular morning the wind was blowing and the building was on a good old move, and the customer soon noticed a vague look of amazement and then consternation overspread the usually calm and placid features of the St. Louis man. He rose, apologized, and said to his customer that he would have to go to the hotel, as he was experiencing a dizzy feeling which was not at all natural to him. The customer, who had been up against the same experience before, explained the matter and Mr. Borgess decided to stay, although it was noticed that during the balance of the interview he sat with a pretty tight grip on both sides of his chair. He now claims that the Lumber Exchange has no terrors for him; in fact, many of his best orders come from that building.

THE SAME OLD TROUBLE

E. Payson Smith of the Payson Smith Lumber Company, Minneapolis, while visiting in Chicago a few months ago put up at a leading hotel in the center of the lobby of which was a large fountain.

While talking to a friend the latter called Mr. Smith's attention to a particularly attractive member of the fair sex who had just passed.

Mr. Smith looked around and continued to walk with his friend, and in a moment was afloat in the fountain. He was rescued with little difficulty, owing, no doubt, to his coming from Minneapolis, which is known as a city of beautiful lakes. It being his morning custom to run down to the lake near his house, attired in a bathing suit covered by a bath robe, "Payson" says he really felt at home.

It has been suggested by close friends who have watched his career with a great deal of pride and delight that when viewing the fair sex again he provide himself with a life preserver.

Record Set for Foreign Commerce

The foreign commerce of the United States has just established a remarkable record for the fiscal year now ended. The total value of the merchandise entering and leaving the country in foreign trade aggregates four billion dollars. The value of manufactures exported is more than one billion dollars, and the value of non-dutiable merchandise coming in is a round billion.

The principal articles forming the one billion dollars' worth of duty free merchandise imported during the fiscal year of 1912 are foodstuffs and manufactured materials. Of the more than one billion dollars' worth exported during the year, those of iron and steel aggregated about $275,000,000 in value; copper and mineral oils each more than $100,000,000; leather and manufactures of leather about $60,000,000, and cotton manufactures about $50,000,000.

The furniture folks are looking as cheerful as if posing for a picture of good times ahead. It's a pretty good time to ask for a fair profit on lumber when you meet them.

The day is right close to us when the thing we called the slab pile yesterday will help pile up the profits of tomorrow, and to waste good material even in a slab will be considered sinful.

The Mail Bag

B 291—In the Market for Hemlock

New York, N. Y., July 23.—Editor HARDWOOD RECORD: Do you know anyone who would be in a position to handle an order for a very large amount of 1" mill cull hemlock of 6' and 8' length? ——— COMPANY

The above correspondent has been supplied with a list of manufacturers of hemlock, and such readers as have this stock to offer and desire to get in communication with the prospective customer, can have the address by writing this office and referring to B 291.—EDITOR.

B 292—Figuring on the Dimension Business

Ashland City, Tenn., July 29.—Editor HARDWOOD RECORD: I have been thinking of going into the quarter sawed oak dimension stock business, making a specialty of short stock, say from 16" up to 48" long for table tops, but from the correspondence I have had buyers of this stock do not seem to be willing to pay what it appears to me it should be worth. It strikes me that quarter sawed oak 4" to 7" wide, 24" to 30" long should command $60 a thousand, and 8" and over wide, of the same lengths, $65; 4" to 7" wide, 46" to 42" long, about $65, and 8" and over wide about $70; while 4" to 7" wide, 42" to 40" long should be worth $75, and 8" and over wide of the same length, $80; all of the above delivered on a 16 cent rate.

Would be glad to have your opinion on the prices above noted. ———.

The writer of the above letter has been advised that the oak of the sizes he names should logically command the prices he quotes, and that there would not be very much money in the quarter sawed dimension oak business unless he could secure these values.—EDITOR.

B 293—Seeks Information About Lumber Handling

Camden, N. J., July 29.—Editor HARDWOOD RECORD: Can you give us a list of ten cities that handle the largest amount of lumber in the United States, naming them in the order in which they should be placed according to the amount of lumber handled?

H. HUMPHREYS & CO.

The writers of the above letter have been advised that there are no statistics available which give with accuracy the quantity of lumber handled in the ten chief cities of the United States. Chicago is by far the largest consumer of lumber of any city of the United States, and most likely New York ranks second with about half the consumption. The annual consumption of Chicago is approximately 2,000,000,000 feet. As a guess the editor would say that Philadelphia ranks third in the list of cities.—EDITOR.

B 294—Seeks Information About Relative Fuel Values

Fort Wayne, Ind., August 2, 1912.—Editor, HARDWOOD RECORD: We have been requested to advise the amount of artificial gas that will be required to replace the use of wood as fuel in several instances. On looking up the authorities to determine the weight of a cord of wood we find quite a good deal of variation. The wood in question is referred to by our correspondent (who is located near Milwaukee) as slab wood. Having no information here on this subject, we write to inquire if you can enlighten us as to the average figure to use for this case.

If you have ever run across figures regarding the heating value of this class of wood, especially as regards the amount of coal compared to the amount of wood required to give the same heating effect, we would appreciate this information also. We have found quite a number of figures on laboratory experiments, which, of course, figure out the total or gross heating value of the wood, but do not take into consideration the fact that there is always a large amount of moisture present which greatly reduces the flame temperature, and requires the use of a good deal more wood to do the same amount of work than would be computed from the figures given.

We endeavored to obtain this information from Messrs. Perrine, Armstrong & Co., of this city, whose plant is adjacent to ours, and they have referred us to you as an authority on this subject.

Thanking you in advance for any information you can give us, we are,

THE WESTERN GAS CONSTRUCTION COMPANY.

The writer of the above letter has been advised that the editor is not an authority on the queries he presents, and he has been referred for the information to the director of the government laboratory at Madison, Wis.—EDITOR.

News Miscellany

Outing of Philadelphia Wholesalers

Through the kindness of the president, Horace A. Reeves, Jr., who is a member of the Philadelphia Cricket Club, arrangements were made for the regular meeting and summer outing of the Philadelphia Wholesale Lumber Dealers' Association, which was held at the famous Philadelphia Cricket Club grounds, at St. Martins, on July 25. As St. Martins is one of the loveliest spots on the planet, with its suberb rolling scenery, its historical associations, and its various other salient romantic attractions, and last but not least contains one of the best golf courses in the country, the prospect was alluring. Many of the lumbermen are enthusiastic golf players, and a game under such favorable auspices was soon a projected feature of the outing. Some of the players left on the 1:14 p. m. train, others followed in automobiles. The weather was perfect and these golf-loving lumbermen played with a jolly vigor and enthusiasm born of the true sportsman. No astounding scores were aimed at, 87 to 89 being about the average, but there was no lack of technical skill, and the fun was prodigious.

At the finish of the game the players adjourned to the club house, where they were joined by the less sportive contingent of the members. At 7 p. m. all gathered in the beautiful banquet room where a dinner, in which the most epicurean taste could find no flaw, was served. With the coming of the cigars, an attempt was made to hold the regular business meeting, but as there was no especial business before the meeting, the last rag of restraint was dropped and the best entertainment for the evening's enjoyment considered.

A resolution to extend the warmest thanks of the members of the organization to President Horace A. Reeves, Jr., to whose kindness they were indebted for a particularly enjoyable summer outing, was made and heartily adopted.

Semi-Annual Pennsylvania Fire Insurance Company

The semi-annual meeting of the Pennsylvania Lumbermen's Mutual Fire Insurance Company, which was held on July 23, and at which every director with the exception of L. A. Mansfield of New Haven, Conn., was present, proved a banner one. An epitome given of the company's work during the six months was highly gratifying to all concerned, and it is predicted that the year's business will top all previous records.

The increase in new business for the first six months of this year was the largest for any similar period in the company's history. The insurance in force increased by $1,750,000, making the total insurance in force at the present time, over $18,000,000. The premium income likewise increased about $36,000, making the total premiums in force on June 30, 1912, $397,000. The losses for the first six months were well within the average. The company is paying a forty per cent dividend, and maintains a very high record for prompt payment and satisfactory adjustment of losses. A copy of statement of this company as of date July 1, 1912, is appended hereto.

CASH ASSETS

Approved stocks and bonds (mk't value)	$469,016.50
First mortgage loan on real estate	3,500.00
Cash in office	364.13
Cash in banks on interest	68,154.83
Premiums due (not over 3 months in arrears)	28,256.42
Agent's balance	526.30
Interest due and accrued	6,915.24
Total cash assets	$576,733.42

LIABILITIES

Losses in process of adjustment	$ 9,611.50	
Taxes and other bills due or accrued	898.36	
Inspection charges due on premiums in course of collection	2,675.16	
Unearned premiums on policies in force	198,305.23	
Total liabilities	$211,490.25	
Net cash surplus	365,243.17	$576,733.42

ASSETS AS TO POLICY HOLDERS

Total admitted cash assets	$576,733.42	
Less liabilities, except unearned premiums	13,185.02	
		$ 563,548.40
Contingent assets, i. e., extent of power to assess		1,189,831.41
Making total strength back of policies in force as to this date		$ 1,753,379.81
Insurance in force		$18,109,882.90
Premiums in force		396,610.47

Justin Peters, the genial general manager of this successful company, and Mrs. Peters are taking a vacation trip through New Brunswick and Nova Scotia.

New Arkansas Lumber Company

The W. H. Bower Lumber Company is the name of a new corporation that has recently built a mill at Brummit, Loneoke county, Ark., which has been in operation for about thirty days. At the head of this institution is W. H. Bower, the well-known hardwood manufacturer of Kurtz, Ind., and associated with him are Claude Grant and his nephews, R. W. Bowers and W. E. Goss. The mill is of the circular type and has a capacity of 10,000 feet daily, and will cut oak, hickory and cypress.

W. H. Bower was in Chicago a few days ago en route home from a pleasure trip to the North country.

Change in Missouri Concern

At a recent meeting of the stockholders of the Holley-Matthews Manufacturing Company and the Holley-Baker Lumber Company a deal was consummated which resulted in the consolidation of the two companies. An affidavit of the dissolution of the Holley-Baker Lumber Company has been filed with the secretary of state of Missouri. The style of the reorganized corporation will be the Baker-Matthews Manufacturing Company with main offices at Sikeston, Mo. The only change in the personnel of the company is the retirement of U. G. Holley who disposed of his holdings in the Holley-Baker Lumber Company and the Holley-Matthews Manufacturing Company.

The stockholders and officers of the Baker-Matthews Manufacturing Company are C. D. Matthews, Jr., president; H. W. Baker, Sr., vice-president; W. H. Barnes, secretary; H. W. Baker, Jr., treasurer and G. M. Cahoon, vice-president.

The company has remodeled its entire plant and increased the capacity to take care of its rapidly growing business. It operates a band mill and box factory and is extensively engaged in the manufacture of box shooks and egg cases. The plant at Sikeston has a capacity of 1,500 cars per annum. W. H. Barnes is manager of the box shook and egg case end of the business.

The wholesale lumber business of the Holley-Baker Lumber Company will be continued by the new concern. A distributing yard is maintained at Thebes, Ill., where a well assorted stock of southern hardwoods is carried. The company also has under contract the output and is financing the operation of two band mills in southern Arkansas. At the several yards of this concern a stock aggregating from 4,500,000 to 5,000,000 feet of hardwoods is on sticks. W. H. Baker, Jr., is general manager of the lumber department.

The stockholders of the Holley-Baker Lumber Company and the Holley-Matthews Manufacturing Company were practically the same, and the interests of the two concerns being so closely allied that in order to handle the increasing business of both companies more satisfactorily, the consolidation was effected. As a result of the combined organization, a much better equipment is insured, and the Baker-Matthews Manufacturing Company will be better enabled to take care of its extensive trade in the lumber and box business.

Impostor Caught

In the last issue of HARDWOOD RECORD there appeared an account of a clever impostor who under the assumed name of W. H. Carter, president of the W. H. Carter Lumber Company of Alabama, passed worthless checks on several Baltimore lumbermen and men prominent in the lumber business elsewhere. It is gratifying to note that this gentleman has been arrested at Evansville, Ind., where he is accused of forging a bill of lading for two carloads of grain on a firm in that city. This is the method the so-called Mr. Carter employed in accomplishing his ends, and that his method was very successful is proved by the various attempts he has made to separate hard-headed lumbermen from their well earned dollars.

A New Thought in Association Work

Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States has just instituted a new idea looking toward the advancement of the association interests and the supplying of an accurate and authentic source of information as to prevailing market conditions of various woods in various centers. This will be embodied in his statement of market conditions which will be issued each month from the Cincinnati offices of this association. The figures will reflect values as prevailing during the month preceding the issuance of the report. The first report has been sent to all members of the association but it is intended that subsequent reports will be available only to those members who answer the request for information as to market prices issued by the secretary. The first edition of this valuable booklet is not as complete as it is hoped future editions will be, as a great many members did not reply.

In addition to summarizing market values, the book contains a list of freight rates to various consuming centers based on Cincinnati and Cairo. The standard grading and dressing rules, and the sales code of the Hardwood Manufacturer's Association as revised and adopted to date govern all prices shown in the statement. In figuring delivered prices, the bulletin says that weights should be used as shown under each class of material, and that when the cents in delivered prices are twelve and one-half cents or under they should be dropped to the lower quarter. When they are over, they should be raised to the next quarter. The instructions further state that cents have been eliminated on the high and low prices, which causes the average column to appear in error in some instances; that conditions as shown in the bulletin are based on actual sales during the month as reported by the membership, and that basing points—namely, Cincinnati, Cairo and New Orleans—are used only as imaginary markets and to reflect the values as received for different stocks; that members have reported in some instances the amounts obtained in their natural markets, and have then deducted the freight back to their starting point. The statement is furnished for the purpose of showing the members of the association the high, low and average prices actually obtained in sales to the consuming trade, the general trend of values and an analysis of the market for the preceding month. In arriving at the amount shown in the analysis column great care and study was given to inch stock as a basis only. The high and low conditions were eliminated, as they were no doubt due in some instances to abnormal situations, which do not always reflect true markets as a whole. Shipments of oak, ash and hickory when sent through either the Cairo or Cincinnati gateway to Chicago and adjacent territory should not show any variation as to value on account of these taking the same freight rates. When sent to points East an average freight differential of eight cents should be deducted from Cairo basic value.

The bulletin contains reports on every conceivable species and grade of wood as manufactured by members of the association. The following table covering buckeye shows the way it is gotten up.

CLASS NO. 3
BUCKEYE
Weight per M. Feet, 2,600 Lbs.

Grade	Thickness	Width	F. O. B. Cincinnati Basis: High	Low	Average	Analysis
FAS or 1 and 2	1"	6" and wider	$40	$40	$40.00	$40.00
	1¼"	"	42	40	41.00	.
	1½"	"	42	42	42.00	.
	2"	"	46	42	44.00	.
No. 1 Common	1"	4" and wider	29	24	25.66	25.00
	1¼"	"	31	26	28.50	
	1½"	"	31	27	29.00	.
	2"	"	35	35	35.00	
No. 2 Common	1"	3" and wider	19	16	17.33	17.00
	1¼"	"	19	17	18.00	
	1½"	"	20	19	19.50	
	2"	"	21	21	21.00	.

The value of this information, if properly supported, is self-apparent, and should appeal to manufacturers of these various stocks of hardwood lumber.

Fine New Catalogue

HARDWOOD RECORD is in receipt from the L. & I. J. White Company, Buffalo, N. Y., of a handsome sixty page catalogue covering its line of production in edge tools, machine knives and coopers and turpentine tools.

The L. & I. J. White Company was established in 1837, and this year celebrates its seventy-fifth successful year of progress in the production of a line of tools and knives for which it is celebrated in the trade from one end of the country to the other.

The catalogue just issued is a very handsomely illustrated volume, and includes in its pages descriptions of every tool and knife employed in the cooperage and turpentine business, as well as machine knives for stave manufacture, veneer plants, leather cutting, etc., etc. It is a catalogue which should be in the hands of every buyer of coopers' tools and machine knives, and a copy can be had on applying by mail to the company at Buffalo.

Change of Management

On July 1 C. T. Tuxford, formerly manager of the Escanaba Veneer Company of Escanaba, Mich., severed his connection with that concern after having sold out his interest, and is now in business for himself. Mr. Tuxford has been succeeded by H. N. McEwen, who has been associated with the Escanaba plant for a long time.

This concern is a specialist in bird's-eye maple, in fact cutting nothing but that stock, in the manufacture of which it has a wide reputation. The concern buys its logs, but selects logs which will be particularly adapted to maintaining the company's reputation for a fine line of stock in bird's-eye veneer.

New Pittsburgh Yard

One of the notable changes in the retail lumber situation in Pittsburgh is the launching of the Crown Lumber Company on the south side. This is really a continuation of the old A. G. Breitwieser Lumber Company which has been doing business under the name of Breitwieser, in one form or another, for about twenty years. The new company has taken over the large yard and warehouses at the foot of South Eighteenth street, and will put in a complete stock of rough and dressed lumber at once. It is already catering to an established trade which moves twenty to thirty thousand feet per day and is equipped to take care of more than that whenever business should warrant it.

The change is brought about by the withdrawal of A. G. Breitwieser and W. H. Williams, president and vice-president, respectively, of the old concern. The new management consists of P. J. Keeling, president, and A. P. L. Turner, treasurer and general manager. Mr. Keeling was with the old company and stands well financially. Mr. Turner has been active in the lumber trade in and around Pittsburgh for a number of years with the Whitmer interests, the W. P. Craig Lumber Company and the American Lumber & Manufacturing Company. For some years he spent most of his time traveling extensively among the mills of the South and Northwest as buyer for the Whitmers. He is also well acquainted with the wholesale and retail trade.

Recent Publications

One of the most useful publications of recent date is booked on the identification of the economic woods of the United States by S. J. Record, assistant professor of forest products, Yale university. This book is published by John Wiley & Sons of New York and sells for $1.50. It includes a discussion of the structural and physical properties of wood, and goes into details as to various features such as bark, primary wood, secondary wood, wood fibers, rays, growth rings, heart-wood and sap-wood, grain and texture, density and weight, shrinkage, warping and checking, and many other details of wood structure, the knowledge of which should be possessed by every progressive lumberman. In addition a key to the economic woods of the United States is furnished.

Henry Solon Graves, chief forester of the

Forest Service, United States Department of Agriculture, has just issued a book on the principles of handling woodlands. This is a semi-technical publication which would be of infinite value to the owners of timber lands, in whose hands finally the future fate of the forest lies. It is a first attempt to discuss systematically silviculture with special reference to American conditions. This is also published by John Wiley & Sons.

Another publication is the pamphlet issued by the Forest Service on the subject of commercial creosotes, with special reference to the protection of wood from decay. The contents include the general requirements of wood-preserving oils, composition and properties of creosotes, quality, prices and consumption.

Building Operations for July

Official reports from some fifty cities throughout the country, as compiled by The American Contractor, Chicago, show a gain of nine per cent for July as compared with July of the past year. The first seven months of the year also show a gain of nine per cent as compared with the same months of 1911. Gains of over fifty per cent in July were made in the following named cities: Atlanta, 87 per cent; Baltimore, 79; Cedar Rapids, 80; Des Moines, 396; Fort Wayne, 130; Hartford, 53; Indianapolis, 124; Los Angeles, 96; Manchester, 75; Memphis, 114; Milwaukee, 221; Newark, 177; Paterson, 109; Shreveport, 51; South Bend, 293; Toledo, 150; Worcester, 67. Particulars may be found in the following table:

City.	July, 1912. Cost.	July, 1911. Cost.	Per Cent. Gain.	Per Cent. Loss.
Atlanta	$ 1,039,551	$ 554,968	87	
Baltimore	781,909	434,865	79	
Birmingham	422,538	294,543	43	
Buffalo	1,318,000	1,626,000		18
Cedar Rapids	315,450	175,000	80	
Chicago	10,265,800	11,300,000		9
Cincinnati	971,214	709,300	36	
Cleveland	1,828,201	2,388,441		23
Columbus	423,883	483,215		12
Dallas	347,700	345,360	1	
Denver	454,020	503,800		9
Des Moines	458,650	92,340	396	
Detroit	2,038,265	1,955,100	4	
Duluth	481,015	208,985	130	
Fort Wayne	218,550	233,175		6
Grand Rapids	204,998	324,775		36
Harrisburg	161,625	129,550	24	
Hartford	615,550	400,410	53	
Indianapolis	1,280,512	571,500	124	
Kansas City	884,396	755,896	17	
Los Angeles	3,585,014	1,823,014	96	
Manchester	194,248	110,555	75	
Memphis	680,629	316,680	114	
Milwaukee	3,053,476	949,459	221	
Minneapolis	879,965	1,416,670		37
Nashville	138,707	175,500		20
Newark	1,994,236	718,105	177	
New Haven	374,250	613,580		38
New Orleans	379,296	509,794		25
Manhattan	7,149,339	7,650,353		6
Brooklyn	3,962,534	3,705,250	7	
Bronx	3,591,495	4,121,580		12
New York	14,703,368	15,477,183		5
Oakland	435,617	588,107		25
*Omaha	569,329	1,234,025		53
Paterson	212,610	101,591	109	
Philadelphia	3,456,800	4,289,070		19
Pittsburgh	1,186,745	1,011,937	17	
Portland	1,499,126	1,375,315	9	
Rochester	931,166	741,538	25	
St. Paul	889,396	653,751	36	
St. Louis	1,724,665	1,363,066	26	
San Antonio	215,695	205,009	5	
San Francisco	2,452,725	2,134,479	14	
Scranton	124,527	227,505		45
Shreveport	119,569	78,738	51	
South Bend	213,798	54,380	293	
Spokane	226,125	153,500	47	
Toledo	637,980	254,385	150	
Wilkes-Barre	212,603	173,902	22	
Worcester	652,192	389,417	67	
Total	$66,255,684	$60,627,478	9	

*Omaha, July, 1911, one permit for office building, $1,000,000.

Manufactures of Pennsylvania

A recent report issued by the Census Bureau shows that the lumber and timber products industry of Pennsylvania, including sawmills, shingle mills, planing mills and all plants producing rough and dressed lumber, shingles, lath, cooperage stock, sash, doors and blinds, interior finish and other mill work, and also wooden packing box factories, was represented by 1,924 sawmills and logging plants, 668 independent planing mills and 75 box factories in 1909. Although the industry as a whole shows only a slight increase during the decade preceding 1909, there was a loss in the value of output of sawmills and logging plants which was more than offset, however, by the growth in planing mills and box factories. With $57,454,000 as the total value of products in all plants in 1909, Pennsylvania ranks sixth among the states of the Union in this industry.

The manufacture of furniture and refrigerators ranks twenty-sixth among the various industries of Pennsylvania. The value of the output of furniture and refrigerator factories in the state increased from $10,069,000 in 1899 to $18,952,000 in 1909. These figures represented 7.7 and 7.9 per cent, respectively, of the totals for the United States.

The True Cork Wood of India

The true cork wood *(Bombax malabaricum)* of India is a member of the same group of plants *(Bombaceae)* to which the West Indian cork woods belong. The balsa *(Ochroma lagopus)* and ceiba or silk-cotton tree *(Eriodendron anfractuosum)*, so common in the West Indies and in South America, are the two chief representatives of this important group of trees which are remarkable for the excessive thickness of their trunks. The most majestic and beautiful trees that are known belong in this family, and their wood is very light and spongy, to which fact the wood owes its name.



CEIBA TREE IN CUBA

The wood is white when green, but usually turns dark when seasoned in the log. There is no distinction between sap-wood and heart-wood. The white color is retained if the logs are cut into planks and carefully piled and seasoned. The wood also retains its whiteness when the logs are seasoned in fresh water. Cork wood is coarse grained, weak, brittle, and perishable if subjected to light and air, but it is improved and rendered more durable under water. It seasons very quickly, works easily, and weighs from twenty-three to twenty-five pounds per cubic foot.

The wood is used extensively in India for scabbards, well-curbs, dugouts, water conduits, troughs, fishing floats, and bridges. It is cut into planks from which coffins and doors are made. It is also employed for light packing boxes, tea boxes, and crates, and could be used for making fruit and berry boxes. Cork wood is always selected in certain parts of India for making troughs in the manufacture of cutch, and owing to the ease with which it can be worked it is preferred for making toys, spoons, cups and drums. The wood is easily reduced to pulp by a mechanical process, and for this reason is used extensively in the paper pulp industry. It is equal to that of poplar and willow used in this country. It has been said that cork wood is the best match wood in India and immense quantities of this wood are used every year for this purpose.

Both the wood pulp and match industries in the United States are seeking suitable woods as substitutes for those woods that are now being used. White pine is perhaps the best match wood in the world, but it has become not only very scarce but expensive. The ceiba tree of the West Indies, which has wood similar to the cork wood of India in all essential qualities, could doubtless be obtained in enormous quantities and at a comparatively small cost. A number of closely related trees in tropical America could be profitably utilized for making paper pulp. The species of *Ochroma, Bombax, Eriodendron, Pachira,* and *Cavanillesia* all belong to this group of light-wooded trees.

Official Report of National Association Meeting

The official proceedings of the recent annual convention of the National Hardwood Lumber Association has been received recently from the offices of that organization. The report includes the contents usual to such publications, but in addition embodies inspection rules on quartered gum, white maple, bridge plank and other woods not covered by the regular book of inspection rules. For this reason it is presumed that the publication will be of especial interest to a great many lumbermen.

We are advised that the association has ordered an unusual supply of the proceedings in anticipation of the heavy demand. They will be supplied on request to the association.

Hickory Bark Borer

In the last issue of American Forestry, E. P. Felt, state entomologist of New York, says that the hickory bark borer has already destroyed thousands of trees in central and eastern New York. Mr. Felt says that it is extremely important that all infested hickories should be located and the infested bark destroyed before the end of May. This is particularly true of those showing particles of brown or white sawdust in the crevices of the bark, as those trees are more dangerous to the adjacent growth than others, which may be plentifully peppered with numerous exit holes. The borings of this pest in the inner bark, according to the writer, are very characteristic, there being longitudinal galleries one to one-and-a-half inches long, about one-eighth of an inch in diameter, and with numerous galleries arising therefrom and spreading out fan-shape.

There is only one procedure possible with infested trees, namely to cut them or such branches as are infested and burn before the following June in order to prevent the grubs from maturing and changing into beetles, in which form they spread from tree to tree. It is especially necessary to locate the hickories which have died wholly or in part during the last summer because they contain the living grubs. By submerging the cut trees in water, and thus killing the grubs, the wood can be utilized.

Lumber Law Review

The July issue of the Lumber Law Review published by the National Lumber Manufacturers' Credit Corporation reviews sundry interesting comments on court opinions as handed down during the month of June. In one instance attention is called to a decision on logs and logging as handed down by the supreme court of New Hampshire. In this case the complainants had an option to purchase from the defendant all the white pine plank on a certain lot at the market price when sawed. The complainants obtained an injunction which was wrongfully issued restraining the defendants from selling to any other than themselves. The defendants therefore sold the plank to the complainants for $18 a thousand without prejudice to their rights in the injunction suit. It was held that the defendant but for the injunction could have sold the plank to others for $20 a thousand and that they were not bound by the option to

sell to the complainant. They were therefore entitled to the recovery of damages amounting to $2 a thousand for the amount cut from the lot. This represented a difference between what they received and what they otherwise could have sold the plank for.

In another instance the Review cites a decision in which an action for damages resulted in the following decision by the appellate court of Indiana:

"Where one enters into a special contract to furnish material to another, and furnishes the same though not in the time or manner stipulated in the contract, and the other party accepts and uses it, the latter is liable for the amount of his benefits thereby upon an implied promise to pay for value received; that the one furnishing the material can recover for the value of his material less the damages occasioned by his failure to complete the contract, but if he is prevented from completing the contract by the other party, he may recover for the material furnished not to exceed contract price."

Lumbermen's News Out

The second number of the Lumbermen's News published by the Lumbermen's Club of Chicago was recently received by the fraternity much to their delight. The issue of July is an even classier publication than was the first number published simultaneously with the meeting of the National Hardwood Lumber Association in June. Besides containing various subjects of interest and importance to the lumber fraternity, a great deal of personal and nonsensical comments aimed at various prominent members of the local trade is supplied the readers. The Chicago lumber trade certainly must contain a plentiful supply of wit judging from the quality of the news.

Biltmore Doings for July

Word from the Biltmore Forest School now well established in its camp on the property of the Cummer-Diggins Company at Cadillac, Mich., states that the students are enjoying their opportunities for observation in the acquisition of valuable knowledge. The Cummer-Diggins Company has furnished a new school building on the shores of a pretty lake in the vicinity of Cadillac and in the midst of this company's large holdings. Suitable tents are located on the shore. In addition to having an ideal place for observation the students are provided with excellent living quarters.

The report reviews the general situation in Cadillac, telling in some detail of the operation of the various famous manufacturing concerns in that home of forest utilization. Considerable interest is shown by Cadillac concerns looking toward the perpetuation of their timber supply, as the future of the town depends upon the products of the forest. The method pursued has necessitated extensive increases in railroad transportation facilities, but has enabled the company to work up a vast amount of timber which formerly would have been allowed to rot in the woods, if the old policy of cutting had been followed. The problem of afforesting or reforesting areas adjacent to Cadillac has occupied considerable thought for some time, and it seems that the most vital requisition to the successful accomplishment of this step would be the entire elimination of the fire danger. There is no reason why the experiment should not succeed, if this is accomplished.

Charles F. Hickok, chief fire warden of the Forest Fire Protective department of the Michigan Hardwood Manufacturers' Association, recently visited the camp of the school and gave the students an interesting outline of the work in forest fire protection done under his auspices.

Professors Cobb and Allison recently left the camp after their respective courses in geology and animal husbandry.

Dr. Herman von Schrenck and R. S. Kellogg will shortly be with the students lecturing on their respective subjects, timber impregnation and statistics.

The school leaves Cadillac on August 6 for its western headquarters on the holdings of the C. A. Smith Timber Company of Marshfield, Ore. En route to the West the students will visit the National forests and the logging operations in Idaho and on the Puget Sound. The address after August 18 will be Marshfield, Ore.

New Defiance Knife Balancing Machine

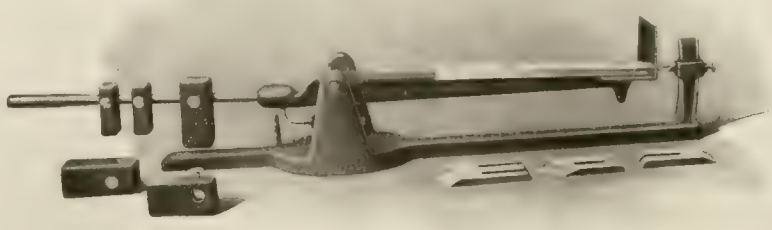
What is said to be the only machine capable of securing an absolutely perfect balance to all classes of knives of every size and shape, revolving cutters, knife-screws, etc., is known as the "Defiance" and is manufactured by The Defiance Machine Works of Defiance, Ohio.

The knives could be reduced to the same specific weight by the aid of a common grocers' scales, but that would not attain the object. By the use of the balancing machine the position, as well as the amount of excess of weight, can be ascertained so that while reducing the knives to the same specific weight they may be made to agree in their corresponding parts. The method hitherto used was to reduce pairs or sets of knives to the same dimensions, and by the aid of common scales to the same specific weight, but so great were the differences in the density of the parts of even the same knife, that a still-running set of knives is but an accidental result.

As an example of the operation of this machine let it be presumed that two knives are intended to be attached to one cutterhead, rotating at a high velocity. They must be of the same specific weight and must agree in their corresponding parts. Each knife is placed in succession on the platform of the balancing machine with its face toward the end-board, with a suitable weight at the opposite end of the beam. If by this test they all appear to be of the same specific weight, place them each in succession again with their backs against the end-board. They may still appear to be of the same specific weight. Place them each in succession, flatwise on the platform and in as many different positions as they are capable of being placed in, noting and reducing by an indefinite number of trials the edges which are found to be of excessive weight until they are all reduced to the same weight in their corresponding parts. They will also then be of the same specific weight.

The machine is so arranged as to make the balance very delicate, and also susceptible to regulation for different weights. In short, the machine is very efficient and serviceable, and every knife is guaranteed to be perfectly balanced after leaving it.

Further information regarding this machine can be obtained by writing The Defiance Machine Works, Defiance, Ohio.



KNIFE BALANCING MACHINE MANUFACTURED BY THE DEFIANCE MACHINE WORKS OF DEFIANCE, OHIO

Lumbermen's Underwriting Bulletin

Bulletin No. 55, issued by the Lumbermen's Underwriting Alliance of Kansas City, contains its usual quota of pertinent and valuable hints as to reducing fire risks. The bulletin suggests the value of preserving clear spaces and cut-off walls, contingent to plants, and well-located fire hydrants and cut-off valves at sufficient distances from the buildings so that heat will not prevent their operation during fire.

Speaking of the sprinkling system the bulletin contends that the presence of automatic sprinkler systems tends to encourage carelessness through a false sense of security, and the breaking of sprinkler pipes during the progress of fires menaces the water supply, preventing firemen from doing effective work.

The bulletin recommends a complete service of chemical engines and hand fire-extinguishers, especially the small kind available for smothering incipient fires. It further recommends spray nozzles on inside hose to quickly extinguish small fires and prevent the spreading of embers caused by too much water force. Trained fire fighting organizations and messenger corps are emphatically recommended, and the necessity of immediate inspection as soon as the workmen "knock off" at night is suggested as a necessity.

The bulletin shows some interesting figures covering fires in timber and wood-working plants. It makes the statement that in the United States and Canada the property loss by fire in May was $21,013,950, a jump of five million dollars over the loss for April, although about the same figure as for May, 1911. More than forty lumber plants were visited by fire in May, which aggregated more than one and one-eighth million dollars against one and one-half million dollars for the same month in 1911.

The bulletin emphasizes the fact that wet premises are the greatest fire retarders. The invariable rise and fall of the fire loss ratio with the coming and cessation of rains, proves the value of keeping the grounds drenched during dry periods. This should be done by turning the hose on the ground, buildings, particularly on boiler house walls, roofs, washing out dust collectors and cleaning dust from framework where no damage to machinery will result. Particular attention should be paid to accumulation of combustible litter which can not be removed. It is needless to say that every deposit of grease, dust or rubbish that does remain increases the danger of fires and decreases the chances of controlling it.

Wisconsin Industrial Bulletin

Wisconsin wood-working concerns are interested in Bulletin No. 3, just issued by the Wisconsin Industrial Commission, which covers practically every phase of the new workmen's compensation law which went into operation last September. In addition, there is an outline of every case appealed to the commission for settlement, together with the complete text of the findings and awards in each case. The section devoted to interpretations contains also a full treatise on the manner of computing compensation under different sets of circumstances. Particular attention is given by the commission to

a discussion of the fact that the old line liability companies operating in Wisconsn, took occasion to fix their rates in combination when the Wisconsin compensation law went into operation. The commission says that, as published, these rates are about twice as high for compensation as for common law liability. The commission has no authority to fix rates, so this exorbitant schedule still stands and ought to be an inducement for the manufacturer to get in under the new Wisconsin compensation act. Wisconsin employers are advised by the Wisconsin Industrial Commission to form mutual companies, similar to the one operated at Wausau by several of the large lumber interests and similar to those now successfully operated in Germany. The commission says:

"The commission does not understand why employers in this state do not seize the opportunity to reduce the expense of insurance. Under the mutual companies of Germany, the expense of insurance does not exceed fifteen per cent of the premium, while under the old line companies in this country, the expense of insurance, together with profits, exceeds sixty per cent of the premium."

Chinese Blackwood Furniture

A characteristic product of China known round the world and admired in varying degrees by foreigners generally is Chinese blackwood furniture, generally including cabinets, chairs, stools, stands, pedestals, center and side tables, frames, and most other drawing-room pieces, elaborately carved and decorated and manufactured or supposed to be made from a black wood.

This furniture, if real in all respects, is produced from various dark woods, generally from *Dalbergia latifolia*, a hard, heavy, close-grained, dark-red wood known to the Chinese as "ka-hee" or "furniture wood," or sometimes as "sun-gee" or "dark-red wood." When exposed to the air for a long time this wood turns dark and eventually becomes black, with more or less red streaks in the grain corresponding to the amount of resinous or other natural coloring matter in the grain. It is imported as logs of as much as eighteen inches in diameter and up to perhaps twenty feet in length, but also as tree branches and smaller pieces, the Chinese affecting pieces grown crooked for use in natural shape in some of their furniture. The wood is bought by weight, an average wholesale consignment costing three to four taels a picul or about one and one-half to two cents gold per pound.

The furniture is prominently displayed in oriental shops all over the world, and is so especially characteristic of Hongkong and South China that there is unusual interest in it, and one of the first visits paid by tourists traveling in this part of the world is to blackwood shops and factories. Furniture of this wood is often referred to in the United States as teak furniture. Blackwood has no relation to teakwood and is distinctly different from it in nature and characteristics.

A few years ago there was considerable fraud in the business and soft light woods stained black were used in such goods just as most of the so-called cherry wood furniture now in Japan is soft white wood stained cherry before finishing. The use of poor wood so injured the trade that the Chinese guild concerned decided to use only the real blackwood, and this in Hongkong is characteristic of the trade, though of course there is still need to guard against inferior woods.

Practically all this furniture—even planed table tops and the most intricate and delicate fittings—is handmade. Furniture is planned in parts which generally dovetail together in order to eliminate screws or nails, and the various parts are shaped for the carver. The latter squats on the earth floor and works with various knives, chisels, and other tools of native workmanship but with no other vise or bench than his legs, toes, and the earth floor or, in exceptional cases, a log combination of seat and bench. Workmen in these shops are practically bred to the business. An apprentice serves three years with no other pay than his rice. He then earns perhaps $10 silver or $4.80 gold per month for several years. A full-fledged carver will ordinarily receive $20 silver or $9.60 gold per month.

When carved, the article is usually stained a uniform black by an alum preparation, then waxed with a preparation of wood oil and blacking and polished, or sometimes finished with a special preparation of Ningpo varnish. Foreign oils and varnish are sometimes used for special purposes, but as a rule only native materials are employed. Of late a demand has grown for the furniture in natural dark red of the wood, furniture nearer real and likely to become more popular as it becomes better known. A strong demand is growing for furniture manufactured from this wood on plainer lines and to some extent for settees and chairs in Chinese styles. The popularity of the furniture on the whole seems to be increasing, although there has been no material change in average volume of shipments. The high cost of this furniture in the United States by the time freight and duty are paid seems to be the chief factor against its more general use.

Late Liverpool Market

The market all round continues exceedingly firm. Especially is this so with the mahogany position. There have been no public sales during the fortnight, and it is not at all likely that new sales will be held for at least a week. There is little or no stock in brokers' hands, and no visible reduction in market values seems probable for some time to come. Buyers on the American side are advised to keep stocks fully up to their requirements as there is a very strong likelihood of a big advance at the next sales.

Round ash logs have come forward with moderate freedom, and though the quality was far from the best, prices of about 2s were readily paid. One parcel of 800 logs was sold at 23 pence, which was only coarse brown wood and which twelve months ago would not have brought more than 18 or 19 pence. Round hickory logs also are good. Very few logs have arrived recently and those which have been sold brought good figures. Some very fine wood has been imported this year and shippers have very wisely refrained from shipping bad wood to this port. Shippers cannot be too strongly impressed of the folly in sending bad hickory to this market. It is not wanted, and shipments of poor quality will find great difficulty in covering freight expenses. With ash it is different as there is a market for a poorer ash at a lower figure, though here again prices will be paid for better quality.

Prime whitewood and walnut are exceedingly scarce in the log, and shipments would find a very ready sale. Large wood in both woods is practically non-existant. The few logs which are visible are of very poor quality. Birch is a good spot in the market and this year shippers have very wisely refrained from shipping too extensively in the hot season. Satin walnut and gum stocks are going well. A good order has been placed for 5/8 planed satin gum in wide widths, and it is stated that further orders are still waiting to be snapped up. Oak is good at the moment, though shippers must be asked to put the brakes on round oak shipments, as they are too heavy at the moment to give confidence in the market. Some large orders for dimension oak have been placed at advanced prices on large year contracts, though it should be said that the advances are more than covered by the advances in freight. The market, however, has been fairly good for this time of the year, and with a continuance of these increases in trade volume, prices should be raised to a still higher level.

Timber That Germany Needs

A British contemporary is of the opinion that certain foreign woods are in constant demand in Silesia because they do not grow in Germany, and can not be replaced by domestic woods for the specific purposes of manufacture. These woods are hickory, rosewood, mahogany, cedar, lignum-vitæ, teakwood and pine. Hickory, of course, is indispensable in the manufacture of carriages; there is no domestic wood for wheelwrighting purposes comparable to it in strength and elasticity. The prices obtained are limited by the price of the finished wheels that come from America, but inland waterways enable local industries to get their wood cheap enough to meet this competition.

American walnut is used in large quantities by manufacturers of furniture and carriages, while oak furniture is made almost exclusively of American lumber since Germany's oak is hard to obtain for this purpose. Poplar is used for the blind veneering for which German poplar does not make a satisfactory substitute.

New Use for Redwood Sawdust

While the utilization of redwood sawdust does not intimately concern the manufacturer of hardwood lumber, it is interesting to note that a considerable market for this line of waste is being found in the West in the packing of California grapes. It has been demonstrated by a series of experiments on the part of the Department of Agriculture that a filler of redwood sawdust will preserve the grapes in a better condition for cold storage for a longer period than when packed in ground cork. By picking the grapes when ripe and packing them in redwood sawdust, it is now possible to keep them in excellent condition until January 10, thereby enabling the growers to take advantage of the Christmas demand.

One of the specific advantages of using redwood sawdust is the fact that it is even more nearly neutral in odor and flavor than ground cork and therefore does not impart a taste or odor to the fruit. So great has the demand for this product become that some sawmills have installed special machinery for sifting and packing.

Most Expensive Wood

The Scientific American avers that cabole (*anisophyllia cabole*, Henriq.) yields the most expensive wood in the world. This is a beautiful tree belonging to the Mangrove family and is a native of the west coast of Africa. It is common on the Island of St. Thomas and is generally found in low or medium elevated portions. The ideal situation is on the southern slopes of the mountains where in mature state it forms large trees. Individual specimens are found here from 120 to 140 feet high and 47 feet in diameter. The wood is highly esteemed and is light chestnut-brown with dark streaks. It is firm and durable and has the appearance of teak. It is also easily worked and takes a high polish, and when carefully filled and varnished presents a beautiful appearance.

The wood is used for high-grade furniture and objects of luxury, such as fancy doors, parquetry and interior finish in fine residences. Attempts have been made to introduce the wood in English and German markets, but have failed on account of its high cost. It brings as much as $3,500 per cubic metre, which means a little over a cubic yard, on the Island of St. Thomas.

Miscellaneous Notes

The Tri-Cities Wagon & Buggy Manufacturing Company has been organized at Florence, Ala.

The Thomas Forman Company, Detroit, Mich., recently increased its capital stock to $300,000.

The veneer mills of Camp Brothers, New Berlin, N. Y., recently sustained a $10,000 loss by fire.

The Alexander Lumber Company recently en-

tered the wholesale lumber business at Birmingham, Ala.

The W. W. Wood Company, Raymond, Wash., has been succeeded by the Western Veneer & Basket Company.

The John Deere Wagon Company, Moline, Ill., has been incorporated with an authorized capital stock of $500,000.

The Prowse Aeroplane Company, Hopkinsville, Ky., has been incorporated with an authorized capital stock of $25,000.

The Fidelity Lumber Company, Kansas City, Mo., has been incorporated with an authorized capital stock of $650,000.

The Newport Lumber & Manufacturing Company, Newport, N. C., has been incorporated with an authorized capital stock of $50,000.

The Blood Mountain Lumber Company, Dahlonega, Ga., has been incorporated with a capital stock of $50,000 to manufacture lumber.

Fire recently destroyed the sawmill and lumber yards of the Augusta Lumber Company, Augusta, Me., entailing a loss of $150,000.

The American Manufacturing Company, chair manufacturer of Sheboygan, Wis., recently increased its capital stock from $60,000 to $300,000.

The Kugel Manufacturing Company has been incorporated at Grand Rapids, Mich., with an authorized capital stock of $2,500 and will manufacture furniture.

The Parma Veneer Products Company, Parmo, Mo., has been organized with W. J. Coyner, president; L. R. Wilcox, secretary-treasurer, and E. Walker, superintendent and general manager.

The Black & Norton Company, Brinkley, Ark., has been incorporated with a capital stock of $100,000 and will manufacture handles and deal in timber. The incorporators are J. T. Black, J. L. Norton and E. G. Norton.

The Magnolia Pine & Cypress Company, Savannah, Ga., has been incorporated with a capital stock of $1,000,000. The company has 40,000 acres of timber land, but has not as yet determined plans for its development.

The National Desk Company, manufacturer of office desks and typewriter cabinets, Herkimer, N. Y., has recently added to its plant a building 68x40 feet, two stories with concrete floor, for the purpose of operating a rotary veneer plant.

The Milne-Savage Lumber Company is a new concern which will have headquarters at Boston, Mass., in charge of H. A. Savage. The new company will look after the interests of the Milne Brothers Company in New England territory.

The Progressive Lumber Company, Huntington, W. Va., has been incorporated with an authorized capital stock of $25,000 to deal in lumber and timber products, operate sawmills, etc. The incorporators are D. E. Hewitt, H. G. Sams, Thomas W. Swiger and C. M. Marlett, all of Huntington.

The White River Lumber Company, with offices at Des Arc, Ark., has been incorporated with a capital stock of $10,000. The new company will engage in the timber and lumber business. The incorporators are Chas. G. C. Leigh and D. F. Raff of Chicago and C. D. Rhynes of Arkansas.

The Empire Lumber Company, Birmingham, Ala., has been incorporated with a capital stock of $40,000 to do a general sawmill and wholesale lumber business. The officers and incorporators include W. C. Hamilton, president; Eugene Fies, vice-president; and E. C. Crawford, secretary and treasurer.

The Pilot Mountain Lumber Company, Portland, Me., has been incorporated with a capital stock of $300,000 to deal in timber, timber lands and lumber of all kinds. A. F. Jones is president of the new company, and T. L. Croteau is treasurer.

The Opportunity Manufacturing Company, manufacturer of mission furniture, etc., at Saginaw, Mich., recently increased its capital stock from $10,000 to $20,000. The company is at present erecting an addition to its factory, 40x60 feet, three stories high, which it expects to have complete within about four weeks.

The Rich Creek Lumber Company of Charleston, W. Va., has been incorporated with an authorized capital stock of $5,000 to own and sell timber, manufacture lumber, ties, staves, etc. The incorporators are T. L. Kerse, C. B. Bohnert, L. J. Falone, A. C. Lawrence and Charles O'Grady, all of Charleston.

The American & Guatemalan Mahogany Company, Jersey City, N. J., has been incorporated with a capital stock of $150,000 to deal in lumber, cedar logs, etc. The incorporators are John Burns, corner Lewis and Seventh streets and Wm. Kelly, 210 Lewis street, New York City, N. Y., and Perry Allen, Short Hills, N. J.

A concern composed of O. F. Brewster, formerly of the Bluff City Lumber Company, E. H. Ellsberry of the J. W. Sanders Mill, and E. L. Cutler, formerly of the Imperial Wheel Company, Pine Bluff, Ark., are building a hardwood mill at Humnoke, Ark. It is hoped by those interested in the operation to commence work about August 15. They have purchased about fifteen to twenty million feet of timber.

Hardwood News Notes

CHICAGO

HARDWOOD RECORD is in receipt of the August edition of the Red Book published by the Lumbermen's Credit Association with offices in the Transportation building, Chicago.

F. L. Brown, president of the Chicago Lumbermen's Association, who at the last annual meeting of the Lumber Sales Managers' Association accepted, for a temporary period, the office of president, has now resigned and C. L. Harrison, sales manager of the Himmelberger-Harrison Lumber Company at Cape Girardeau, Mo., who was first vice-president, is now the acting president of this organization. E. H. Klann, 819 Fisher building, secretary of the Lumber Sales Managers' Association, announces that the association is in good working order, and is doing effective service for its members.

George McBlair, secretary of the Lumbermen's Exchange of St. Louis, was in Chicago for several days during the past week on business in the interest of St. Louis concerns.

HARDWOOD RECORD is pleased to receive word from W. W. Dings of the Garetson-Greason Lumber Company of St. Louis that he is now back at his desk after a severe attack of appendicitis which necessitated an operation. Mr. Dings was in the hospital about two weeks, after which he spent two weeks recuperating at his country home. He reports business to have been in fine shape upon his return to the office and states that there is every appearance that his company will clean up a profitable line of orders during the next few months.

Secretary Lewis Doster of the Hardwood Manufacturers' Association of the United States was in the city last Monday in the interest of inspection matters. Mr. Doster reports the affairs of the association to be in a thriving condition.

F. E. Jones of the Dooley Lumber Company, Memphis, Tenn., was one of Chicago's recent visitors from the South.

Frank B. Pryor, assistant sales manager of the W. M. Ritter Lumber Company of Columbus, O., spent several days recently with friends in the local trade and with his local salesmen.

Walter Quick of the Cincinnati firm of Richey, Halsted & Quick was in town a few days during the past week on business connected with that concern.

F. D. Timlin, manager of the Wausau office of the Wheeler-Timlin Lumber Company, also located in Chicago, spent last Monday in this city.

Arthur Jarvis of the Steven & Jarvis Lumber Company of Eau Claire, Wis., spent Saturday of last week in Chicago.

J. O. W. Danielson of Danielson & Pierce, Rhinelander, Wis., was in the city Friday of last week.

C. H. Law and Nathan Bradley, secretary and sales manager respectively of the J. W. Wells Lumber Company, Menominee, Mich., recently spent several days in the city in the interest of the firm's business.

W. N. Coulson, sales manager of Lee Wilson & Co., Wilson, Ark., was one of Chicago's distinguished visitors of late.

B. C. Tully of the Anderson-Tully Company, Memphis, Tenn., spent several days of the past week working up business among the local trade.

R. H. Jones, secretary of the G. W. Jones Lumber Company of Appleton, Wis., stopped off at Chicago this week en route from a trip to Michigan points where he reports he did a very nice business. A. H. Ruth, Chicago representative of that company, just returned from a trip of several days to Illinois points adjacent to Chicago, bringing with him an excellent line of orders.

H. F. Below of the Vollmar & Below Company, whose headquarters are at Marshfield, Wis., spent part of the week in town in the interest of that concern.

Lawrence Ford, sales manager of the Goodlander-Robertson Lumber Company of Memphis, Tenn., was in the city last week and reports that things are shaping up very nicely in the Memphis territory.

Geo. D. Griffith of Geo. D. Griffith & Co., Monadnock block, Chicago, just returned from an extended trip to European points.

E. H. Klann has decided to give up the managership of the Lumbermen's Club as he has found that the combination of secretary and manager of the club, secretary of the Lumber Sales Managers' Association and hardwood wholesaler, makes a pretty strong combination even for a man of his capacity for work.

E. A. Lang, manager of the hardwood department of the Paepcke-Leicht Lumber Company of Chicago, has just returned from a vacation spent in Wisconsin.

E. A. Thornton of the E. A. Thornton Lumber Company, Chicago, has recently left for a vacation of several weeks' duration which he will spend in northern points.

HARDWOOD RECORD acknowledges receipt of an engraved announcement from Geo. H. Huganir of Philadelphia of the advent of a baby boy, George Henry Huganir, Jr., on July 30, with a total weight of eleven pounds. Mr. Huganir is a well-known Philadelphia lumber salesman, but while he recounts the weight of his heir, he fails to specify the length and other dimensions. Of course it goes without saying that the boy grades as "firsts."

The Southern Pine Company of Savannah, Ga., of which Wm. B. Stillwell is secretary and treasurer, announces that it has opened an office in Jacksonville, Fla., and has extended its facilities for both the manufacture and marketing of yellow pine. Mr. Stillwell will give the Jacksonville office a good deal of personal attention.

HARDWOOD RECORD acknowledges a call on July 29 from J. P. Bartelle of Toledo, O.,

secretary-treasurer of the Union Association of Lumber and Sash and Door Salesmen. Mr. Bartelle was en route for an extended trip to the Pacific coast.

NEW YORK

The Lumber Insurance Company of New York has just been admitted to do business in the state of Maine. The company is now licensed to do business in twenty-four states of the Union, and practically all of the Canadian provinces.

The annual outing of the Building Material Men's Association of Westchester County, N. Y., comprising a large majority of the lumber dealers of the county, took place on July 26. Eighty-five members, friends, guests, wives and sweethearts, enjoyed a delightful excursion up the Hudson. Luncheon was had at Newburgh, followed by a trip up Mt. Beacon, and the party stopped at West Point on the way home.

Hugo Forchheimer, exporter of lumber and timber and well-known in the export trade in New Orleans and other southern points, has opened an office at 45 Lispenard street, this city.

The Piano Manufacturing Club of the Borough of the Bronx held its outing at College Point on July 16, with 175 members present. A fine clam-bake and a general good time was enjoyed. Among the lumber trade who attended were J. H. Campbell and Ben C. Currie of Currie & Campbell, Philadelphia, Pa. On August 1 the Piano Club went into its new quarters, occupying the entire floor of the Board of Trade building.

Creditors of the Mott Haven Lumber Company, 137th street and Fifth avenue, Manhattan, have received a final settlement of fifteen cents on the dollar. The liabilities of the company were $121,128.

C. W. Manning, hardwood lumber wholesaler, 66 Broad street, left August 1 for a trip to Europe in the interest of business. He will visit Glasgow, Liverpool, London, Hamburg, Berlin and other cities where he has built up a substantial export business. He was accompanied by E. Clark Thwing of the Grand Rapids Veneer Company and the Grand Rapids Dry Kiln Company.

George D. Hendrickson has been appointed trustee of the Charles R. Partridge Lumber Company of Jersey City, N. J., which failed sometime ago. This is a result of a meeting of the creditors held recently. Mr. Hendrickson succeeds Wm. R. Barricklo, who was made receiver at the time the petition was filed. The appraised assets of the bankrupt firm are given as $269,421, and the liabilities $435,000. The yard in Newark, which was in the name of W. H. & H. M. Partridge, has been turned over voluntarily to the receiver. It is reported that a yard in Jersey City, said to be run by the firm of Cox & Goodfriend, former employers of the Partridge company, with stock and equipment appraised at $36,459, will be turned over to the bankrupt estate. Subsequent to this action Mr. Hendrickson received an offer from the committee of creditors to buy in the assets of the bankrupt concern. The figure placed by the committee was $105,187.09 and a meeting of the creditors has been called to consider it.

BUFFALO

Building operations in Buffalo have run seventy-six per cent ahead of last year for the first six months of 1912, and July has also been a good building month. The erection of a number of large office structures has stimulated the local hardwood demand, and has resulted in some fair contracts, although they have not all been taken by local dealers. The mills report a good demand for doors and interior woodwork for dwelling house construction.

The National Lumber Company reports a good month during July, having sold an unusual amount of flooring of various sorts, including oak, maple, beech, birch and yellow pine.

O. E. Yeager has become one of the directors of the Mutual Motor Car Company, which has just been incorporated with a capital stock of $125,000. Mr. Yeager is also interested in the Frontier Tire Company.

The yard of I. N. Stewart & Bro. was the scene of an incipient fire on July 29. It was the work of an unknown incendiary and was extinguished with small loss. Numerous similar fires have kept the police and firemen busy.

G. Elias & Bro. are rebuilding the sawmill connected with their door and box factory. A concrete foundation is being put in to make the plant more solid.

Scatchard & Son report that they have finished their sawing at the Memphis mill, and will now have to move it, as the land has been sold for other purposes. It will probably be set up again in the same neighborhood.

The Buffalo Hardwood Lumber Company has been busy receiving lake lumber lately as well as making fair shipments. Receipts include a number of cargoes of elm and birch.

Blakeslee, Perrin & Darling have a large assortment of lumber and are enjoying a good local trade in mahogany.

Anthony Miller's yard stock is being well kept up by shipments from the other side of the Ohio river and occasionally from Canada. Considering the season, trade is regarded as fair.

F. T. Sullivan is in Michigan looking after lumber shipments and is sending forward from there quite an amount of hardwood stock for the new yard of Hamilton H. Salmon & Co. here.

PHILADELPHIA

A. J. Levy, manager of the Forest Lumber Company, says that July proved the best month the company has ever had, and business altogether has been very good. The company's mill at Komarocik, Va., is being pushed to full capacity.

Horace B. France, secretary and treasurer of the Monarch Lumber Company and of the Haddock-France Lumber Company, reports a brisk trading so far this summer. A new dry-kiln and new skidders will soon be installed at the company's mill at Mt. Sterling N. C.

R. V. Horsburgh of William Whitmer & Sons, Inc., will soon join his family, who have been making a few weeks' stay in Boston, and finish the summer with them at East Hiram, Me.

Samuel B. Vrooman of S. B. Vrooman & Co., Ltd., is summering in the Province of Nova Scotia.

Ralph Souder of Hallowell & Souder, reports that there is no zest to local buying, but that the out-of-town trading is better. Mr. Souder is spending the week end with his family at Bay Head, N. J.

The Baldwin Locomotive Works, recently booked the following order: Thirty locomotives for the Southern Railway; ten, for the Central Railroad of New Jersey one, for the Maryland and Pennsylvania: three, for the Walsh-Kahl Construction Company; ten, for the Great Northern Railroad, and eight for the Virginian Railway.

PITTSBURGH

J. J. Linehan of the Linehan Lumber Company reports hardwood factories taking much more stock than last year. All hardwood dealers, he says, are anticipating a shortage of stocks, and of cars this fall.

The Hilltop Lumber Company has been formed at Greensburg, Pa., by John W. Cunningham, Maurice V. Kennie, Mylo Culler, R. J. Repert, and L. C. Jeffries.

The Duncan Lumber Company is a new concern at Johnstown, Pa. The incorporators of the new company are Clark J. Duncan, Howard C. Cook and Dan L. Parsons.

The A. M. Kinney Lumber Company recently purchased 125 acres of virgin oak timber at Shippenport, Pa. It is estimated that the tract will cut 800,000 feet of lumber and Mr. Kinney will put in a mill Sept. 1 to cut it off.

J. L. and S. A. Kendall of the Kendall Lumber Company have sold their water power rights and real estate at Roseburg, Ore., to the Douglas County Water & Light Company for about $600,000.

B. W. Cross, Pittsburgh manager of the Thomas E. Coale Lumber Company, spent two weeks recently among the mills. He found stocks low and prices coming up.

Albert G. Breitwieser, a well-known lumber dealer of this city, has filed a petition in bankruptcy. His liabilities are $140,859.50 and assets, $150. It is understood that this action in no way affects the Breitwieser & Wilson Company, wholesaler, or the A. G. Breitwieser Lumber Company, retailer.

H. W. Henninger of the Acorn Lumber Company, made a very successful two weeks' buying and selling trip in West Virginia last month. President H. F. Domhoff of the same company will visit the Northwest this week on a buying expedition.

J. N. Woollett, president of the Aberdeen Lumber Company, has gone South for his usual three weeks' August buying trip. He will visit all the big gum and cottonwood plants while away.

The Sattler-Munsell Lumber Company has been formed by L. L. Sattler, former president of the Pittsburgh Wholesale Lumber Dealers' Association, and A. J. Munsell, who was with the Edward Hines Lumber Company of Chicago for eight years. The new company has offices in the Oliver building.

BOSTON

The Interstate Commerce Commission has suspended the increase in freight rates on lumber from Louisiana to New York and other northern points until October 13, pending an investigation. This increase is a matter of one-half to two cents per one hundred pounds.

Judge Frederick H. Harford and Daniel P. Cobb of Portland, Me., have organized a company under the name of the Harford & Cobb Company to carry on a lumber business in South Portland, Me. The company has taken the wharf formerly occupied by the Valveline Oil Company, and has taken the lumber from the wharf of the Wilson Lumber Company, Portland, which was recently badly damaged by fire. It is stated that the company proposes to have direct shipments of lumber from the South.

The Ray Lumber Company recently organized in Portland, Me., by Winthrop B. Nye, Franklin, Mass., president, and Joseph G. Ray, Franklin, Mass., treasurer and general manager, will soon begin extensive lumber operations on a large tract of timber land, which was purchased by Mr. Ray about four years ago.

The George McQuesten Lumber Company, East Boston, Mass., had two fires at its yard during the month of July. The first caused quite a heavy loss, but the second resulted in only slight loss.

E. T. Burrowes, president and general manager of the E. T. Burrowes Company, one of the largest manufacturing concerns in Portland, Me., has retired from the active management of this business. J. Frederick Cox of Hartford, Conn., who for twenty-seven years has been connected with the Pope Manufacturing Company of that city, has been elected president and general manager to succeed Mr. Burrowes.

The Salem Manufacturing Company of Salem, N. H., one of the largest wood-working compa-

nies in that state, has recently secured a large contract to furnish the doors, windows and window frames for the new Boston and Maine Railroad Company's car shops, which are in course of construction at Billerica, Mass.

BALTIMORE

The Pennsylvania Railroad Company has just issued notice inviting the co-operation of chambers of commerce, boards of trade and other commercial organizations to locate new industries along the line of its road. The industrial department is under the direction of the general freight agent and in charge of John H. Whittaker, special agent. The department carries an active list of available buildings and sites, and is prepared to furnish information to any of them. It has issued a directory which contains a classified list of commodities, alphabetically arranged, and gives the names of shippers and receivers at all points along the system east of Pittsburgh. Special directories of separate industries have been compiled.

The Kidd & Buckingham Lumber Company will erect a brick office at Ridgely and Scott street, and will remove its lumber yard to the new location.

Holger A. Koppel, hardwood exporter and Danish vice-consul at this port, who has been on a trip of two months to Copenhagen, his former home, and who also paid considerable attention to business while he was on the other side, returned home today in fine health and spirits.

Joseph T. Lawton of Joseph Thomas & Son, manufacturers of mill work, states that his firm is getting more than the usual mid-summer number of orders, and that business has kept up remarkably well this year so far.

The Baltimore Sash & Door Company, of which I. J. Miley is general manager, has erected a frame office at its factory on South Howard street and has recently taken possession of same. The new office is much more convenient than the old one.

J. McD. Price, secretary of the National Lumber Exporters' Association, will begin this week his annual tour around the country to get in personal touch with the members of the organization, and confer with them concerning the aims and purposes of the society. He will also set forth in these conferences the work being done in behalf of the trade and will proceed to show how the interests of the exporters have been promoted in various ways. The activity of the foreign representative in London, Frank Tiffany, will receive special attention, and Mr. Price expects to convince non-members that it would be greatly to their benefit to join the association. He will discuss with individual exporters matters relating especially to their business, and will undertake to straighten out many details that could be adjusted far less satisfactorily by an exchange of letters. Mr. Price will take in nearly the whole of the country east of the Mississippi river, but will not stay away from headquarters as long as last year, coming in to look after the accumulated routine and making several other trips to New York, Boston and other points in the East.

The monthly meeting of the managing committee of the Baltimore Lumber Exchange was held yesterday afternoon, but there was little business to transact and the session was very brief.

COLUMBUS

The report of the state building inspector of Columbus shows continued activity in building operations during the month of July. Permits were issued in July, 1912, to the number of 246 as compared with 224 for July, 1911. The valuation of buildings projected in July, 1912, was $423,883, as compared with $483,215 in July, 1911. The total number of permits issued since the first of the year were 1,647 as compared with 1,623 for the same period in 1911. The total valuation of buildings for the seven months of 1912 is $3,025,005 as compared with $2,829,236 for the corresponding period of 1911.

About two hundred members and friends of the Columbus Builders' & Traders' Exchange held their annual outing at Glenmary park recently. The feature of the day was a ball game between two picked teams which was won by the team captained by E. K. Hibbs. During the afternoon a number of races and athletic contests were held.

The Republic Realty Company of Youngstown, O., has been incorporated with a capital of $10,000 to deal in lumber and building material. The incorporators are R. J. Seaman, Ralph W. Hook, S. P. Williams, N. J. Myers and Ralph E. Brashear.

The Hamilton West Side Lumber Company of Hamilton, O., has been incorporated with a capital stock of $25,000, to deal in lumber. The incorporators are Frank K. Vaughn, Charles A. Erwin, Jas. K., Jas. W., and William B. Cullen.

H. M. Hayward of the firm of M. A. Hayward & Son, says there is a good demand for all grades of hardwoods especially hardwood flooring. Stocks are generally light in all sections.

F. B. Pryor of the W. M. Ritter Lumber Company has returned from a business trip in Chicago, where he visited the Chicago office which is in charge of G. H. Ostrander. Mr. Pryor says that business in the West is generally good, and prices are well maintained.

The W. M. Ritter Lumber Company reports a good run of orders in all varieties of hardwoods during the month of July. In fact the records were far ahead of July, 1911. The company predicts a continuation of the good business during August.

EVANSVILLE

F. M. Cutsinger of Young & Cutsinger is the proud father of a girl baby born July 24. Mrs. Cutsinger is a daughter of the late Henry Maley, the well-known pioneer lumberman of Indiana.

T. I. Nichols of the Nichols & Cox Lumber Company, Grand Rapids, Mich., was in the city visiting the mills last week. The company's mill recently installed at Metropolis is now in operation.

Maley & Wertz are building a two-room addition to their office, necessitated to take care of their increasing business.

The Evansville Manufacturers' Association recently asked the Interstate Commerce Commission on behalf of the lumber manufacturers here to suspend the milling-in-transit tariff which the Louisville & Nashville Railroad Company issued, and which went into effect June 16. The complaint stated that the corresponding tariffs at Nashville and Memphis were suspended, and Evansville was being discriminated against. An answer was received stating that rules objected to in tariffs were being investigated by the commission, and a decision would doubtless be had in the fall. The tariffs referred to provide for a complete daily report of all shipments in and out and a time limit of one year for reshipping and other objectionable features.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company has returned from a two weeks' fishing trip in Canada.

The Talge Mahogany Company is running night and day, and reports that business is excellent. The company is now receiving fifty car loads of mahogany logs from Europe.

The engagement of Miss Helen Miriam Talge, daughter of Mr. and Mrs. John H. Talge, to Paul Owen Brown has been announced, and the wedding will take place in October.

A new factory building is being erected for the National Casket Company at Capitol avenue and Pratt street. It will be a three story building, 80x195 feet, of brick construction, and will cost $40,000.

The South Bend Auto Body Company of South Bend has been organized and incorporated with a capitalization of $20,000, and will manufacture automobile bodies. Those interested in the company are S. W. Nicholson, J. C. Paxson and V. E. Paxson.

As the result of an informal dinner held in this city on the evening of July 30, an association of manufacturers of quartered oak veneer of the United States will be organized. The dinner was held at the Denison hotel and representatives of twenty-five manufacturers, representing sixty per cent of the quartered oak veneer manufacturers of the country attended. A committee was appointed to formulate a plan of organization. Those at the meeting reported that prices are steady and that enough orders are on hand to keep manufacturers busy for three months. It was also reported that there has been no increase in the amount of stock on hand since February and that the amount of stock on hand is not one-fourth what it was this time last year.

MEMPHIS

Weather conditions in this territory during the past fortnight have been very favorable for the production of hardwood lumber, and for the bringing in of timber. As a result there has been steady operation on the part of practically all leading manufacturers here. There is complaint now and then as to the inability of the railroads to furnish the cars needed for the prompt transportation of timber, but this is by no means a general condition. As a rule, manufacturers are well supplied with timber, and indications point to continued operations on a normal scale.

The supply of lumber is larger now than a short time ago. However, there has been no accumulation sufficient to prove a weight on the market. The amount of stock on sticks has shown the greatest increase, but this has not necessarily resulted in a large gain in the amount of lumber available for immediate shipment. The demand has been reasonably active. There has been a good run of orders and lumber is being delivered with considerable freedom to buyers both in this country and in Europe.

The committee of the National Lumber Exporters Association, appointed for the purpose of closing contracts with steamship companies to Antwerp, Rotterdam, Liverpool, London and other foreign markets has arranged rates for Antwerp and Rotterdam. The contracts which have been signed recently represent an advance of six to seven cents per hundred pounds between New Orleans and the ports in question. The rates were so high to Liverpool and London that the committee asked to be excused from formulating contracts with the steamship companies. The members of the committee deemed it best that the rates in case of these two points should be made by individual lumbermen and lumber firms connected with the association. Among the members of the committee were F. B. Robertson of the Anderson-Tully Company, George D. Burgess of Russe & Burgess, Inc., Frank F. Fee, Little Rock, and J. J. Bruner of the E. Sondheimer Company. The committee has asked its discharge by the National Lumber Exporters' Association, but has been continued.

The plant of Scatcherd & Son, at Memphis, will be moved in the near future as a result of the sale of the property on which the present factory is located. Several sites are under consideration but no location has been decided upon as yet.

The plant of the McDaniel-Baughman Lumber

Company, at Pine Bluff, Ark., has been completed and is in readiness for operation. The company was organized several years ago. However, there has been considerable delay in getting the plant ready for operation.

Building operations in Memphis during July involved a total expenditure of $680,629, as compared with $316.680 for the corresponding month of last year, an increase of slightly more than one hundred per cent. This is the best record made for any month during 1912.

The Sawyer & Austin Lumber Company has sold 17,000 acres of land in Grant county, Arkansas, to two hundred and fifty German families for a consideration of $150,000. The purchasers are to settle on the property and use it for cultivation. Land values have very radically improved throughout Arkansas during the past few years, and the sale of cut-over timber lands is proving one of the most profitable sources of revenue to manufacturers of lumber.

Ellisberry & Brewster of Pine Bluff, Ark., have purchased from C. L. Willis of Little Rock, 3,200 acres of hardwood timber land in Lonoke county, Arkansas. The property is located not very far from England, Ark., on the new railroad from England to Stuttgart. The new owners are planning to erect a mill at a point convenient to this timber and to proceed with the development thereof.

The Interstate Commerce Commission has suspended from August until November 29 the advance of one to one and one-half cents on lumber rates from points in Arkansas, Louisiana, Mississippi, Alabama, Tennessee, and Oklahoma, to a number of destinations and particularly to those in the Middle West. The roads in question have been making an effort for several years to put such an advance into effect but the Interstate Commerce Commission has never given its approval. Between now and November 29, there will probably be arguments before the commission on the part of both the railroads and the shippers.

Among the most striking exhibits at the headquarters of the Memphis Manufacturers' Association is that showing the possibilities of red gum. Among the products displayed are furniture, ceiling, siding and other interior finish. The wood takes an exceptionally splendid polish, and the exhibit brings out this fact in rather striking manner. The red gum exhibit is not yet complete. It is understood that a fund of about $1,000 has been raised for the purpose of making it as educational and as instructive as possible.

The Reaves Timber Company has been organized at Helena, Ark., with a capital stock of $100,000. It will engage in the sale and manufacture of lumber and will also handle timber lands. The incorporators are W. D. Reaves, E. C. Horner, J. L. Horner and J. W. Thale.

NASHVILLE

Several of the leading spirits of the Nashville Lumbermen's Club spent the week end from last Friday until Monday, at the hospitable summer home of Vice-President Charles Morford near McMinnville. They went fully prepared for a fishing trip and did full justice to the hearty hospitality of their generous host. Those who composed the party were: Hamilton Love, Willis Farris, T. B. Johnson, T. R. LeSueur, C. M. Morford, C. E. Hunt, T. A. Washington, J. H. Baird and S. C. Ewing.

With $50,000 capital, the Bilbrey-Welch Spoke Company will locate a large factory here as soon as a proper site has been secured. Negotiations have been in progress through the industrial bureau here for some time to this end. J. C. Bilbrey, a man of long experience in this business, and Mr. Welch, who is running a factory at Monterey, will be at the head of the new enterprise.

The Wilkinson-Matthews Company, with $50,000 capital, which owns timber interests in Washington county, will locate a large plant at Damascus, Va., for the purpose of making hardwood novelties. J. H. Matthews is president of the company and G. M. Warren is secretary.

Fire of unknown origin destroyed the planing mill and stock of fine lumber of the John Lewis Planing Mill Company at Glasgow, Ky., entailing a loss of $15,000, on which there was $9,000 insurance.

By an amendment to its charter, the East Sparta Saw & Planing Mill Company has changed its corporate name to the Cumberland Lumber Company.

BRISTOL

The Peter-McCain Lumber Company will put its band mill in Bristol into operation this week. The company has finished the construction of a new logging road in the Holston mountains and has available a two and a half years' cut of timber. The company purchased a large tract of timber in Carter county, Tennessee, a few weeks ago, but will not develop it until the Holston mountain timber supply is exhausted.

The Wilkinson-Matthews Lumber Company was organized here last week by Ellis H. Wilkinson of the J. A. Wilkinson Lumber Company and others, with an authorized capital stock of $50,000. The company will at once take over the plant and business of the Beaver Dam Manufacturing Company at Damascus, Va., which includes a $40,000 plant. Mr. Wilkinson will give his personal attention to the new business and will have offices at Damascus, Va.

The Black Mountain Lumber Company will soon start its new mill at Bluff City, Tenn., eleven miles south of Bristol. The company owns a large area of timber in the Holston mountains and is building a logging road to get out the logs for the new mill.

There were a number of eastern hardwood buyers on the Bristol market this week. They left some nice orders for fall shipment, and report that the prospects for improvement in business are now much brighter than for some time past.

The Norfolk and Western Railroad has just purchased a controlling interest in the Virginia-Carolina Railroad, heretofore owned by W. E. Mingea. This road extends from Abingdon, Va., into a rich timber section, and its hardwood lumber tonnage is greater than that of any road of its size in the South. It will now be extended eastward to Wilkesboro, N. C., where it will connect with the Southern, and westward into the Russell county coal fields.

The J. A. Wilkinson Lumber Company is running full time and reports a better outlook for trade during the coming fall and winter. The company's export business this year has been the heaviest in its history.

J. J. Hager of this city is now operating a mill in Unicoi county, Tennessee, where he has purchased a large area of timber land.

LOUISVILLE

The retail store of the Wood Mosaic Company, hardwood flooring manufacturer, which was in operation on Fourth avenue for about a year, has been closed, the agency having been transferred to the Brecher-Buck Company of Louisville.

The sawmill of the North Vernon Lumber Company in Louisville has been closed. It has not been announced whether operations will be resumed later or not. The headquarters of the company are in North Vernon, Ind.

Harry Kline, superintendent of the Louisville Veneer Mills, and log buyer for the company, discussed that feature of the business at a recent meeting of the Louisville Hardwood Club. He believes that prices are too high, and that buyers are to blame, as they have bid against each other so regularly that the timberman naturally takes advantage of their willingness.

A meeting of the Louisville Hardwood Club was held at Devil's Kitchen on the Taylorsville road, recently, a chicken dinner being dispatched under the shade of the trees. The Louisville Boat Club was the scene of last week's meeting, Smith Milton of the Louisville Point Lumber Company arranging for the meeting there, as he is one of the pillars of the boat club. The latter recently opened its cafe, and it did itself proud for the lumbermen.

Louisville lumbermen have been shown forms of the Southern Weighing & Inspection Bureau which will be used in case the new milling-in-transit regulations devised by the railroads are made effective. Reports must be made of all incoming tonnage and all cancellations, and credit slips applying on transit movements will be issued by the bureau, while reshipping certificates must be filed by shippers to get the refund. Four different kinds of forms are provided. It is generally believed that they will go into effect shortly.

ST. LOUIS

The report of the St. Louis building commissioner for July shows an increase of $361,599 in estimated cost of buildings authorized in July over the same month in 1911. The total estimated cost of new buildings which number 594 permits, and alterations which number 412 permits, is $1,724,665 as compared with $1,363,066 for July, 1911.

The Wilson-Reheis-Rolfes Lumber Company, with a capital stock of $200,000, filed a petition for dissolution in the St. Louis Circuit Court on July 23. The company, according to its petition, organized in 1906 with the capital stock fully paid. The signers of the petition aver that the debts of the corporation are paid.

Guy B. Fulton of the Chas. F. Luehrmann Hardwood Lumber Company, who has been West on a vacation, has returned home.

F. C. Harrington, connected with the Thos. E. Powe Lumber Company, has cause for rejoicing, as his home was visited by the stork recently, and a fine boy was left as the result of the visit.

W. W. Dings of the Garetson-Greason Lumber Company, after being operated on in one of the local hospitals for appendicitis, has recovered and is now recuperating at his country home, Glencoe, near St. Louis. He will remain there until he is able to get back at work, which will be in a couple of weeks.

The Western Screen & Door Company filed articles of incorporation a few days ago, with a capital stock of $10,000, fifty-seven per cent of which is paid. The company will manufacture and sell screens, screen doors, sash, etc. The incorporators are E. N. Meek, M. L. Inglish, W. H. Freudenburg, Dr. R. O. Butts and E. C. Snell.

DETROIT

Bert Allan of Allan Bros., dealers in hardwoods, has returned from a two weeks' vacation which he spent at Cedar Point, O. Mr. Allan reports that trade in hardwoods is very satisfactory.

John Lodge, secretary of the Dwight Lumber Company, reports that the factory is very busy turning out oak flooring. He says that increased inquiries and orders are coming in from the East and that recently the mill has been running an eight-day week, working two nights a week. Mr. Lodge says that while the trade in oak flooring is good, but little is being done in maple flooring, owing to peculiar market conditions affecting this wood.

The Thomas Forman Company mill on River

Rouge is busy and from this plant also comes the report of increased business in the flooring trade. Several cargoes of hardwood lumber have been received recently at the Forman docks.

Building permits totaling $2,038,265 were issued in Detroit during the month of July, showing a good increase over July, 1911, when the figures were $1,954,900. The total number of new structures is 573 and of additions, 184.

Schedule of assets and liabilities of the Flint Body Company, makers of automobile bodies, has been filed in Bay City and shows an indebtedness of $64,441.90 and assets of $37,026.19. Of the indebtedness $52,284.50 is represented in unsecured claims.

MILWAUKEE

W. E. Cooper, wholesale lumberman of Milwaukee, with L. E. Utter and E. J. Patterson, has incorporated the Middleton Lumber Company of Middleton. The articles of incorporation have been filed, showing a capital of $25,000.

A. M. Sneen, superintendent of the Northwestern Lumber Company mill at Stanley, has invented a sliding saw guard which has been installed in the mill. Mr. Sneen was a visitor of the Wisconsin State Industrial Commission safety exhibit at Eau Claire recently, where the device was approved and a photograph secured to be made part of the exhibit.

The United Refrigerator Company of Kenosha has been obliged to increase its manufacturing facilities by adding a large dry-kiln and another addition to its plant. The present plant is entirely inadequate to handle the increased amount of business at this time.

The Roddis Lumber & Veneer Company, Marshfield, is erecting a factory addition which will measure 48x60 feet and be three stories high when completed.

The lumber yard of W. F. Pierstorff & Sons, at Middleton, is reported to have been sold to the Otter Lumber Company for a consideration of approximately $20,000. Mr. Young of Delavan will take charge of the active management for the Otter company.

The Ahnapee Veneer & Seating Company of Algona is improving its plant to take care of its increasing business. A modern planer, built by the J. A. Fay & Egan Company of Cincinnati, will be installed in the new addition to the plant.

The plant of the Johnson Creek Lumber Company at Knowlton, which was recently destroyed by fire, is being rebuilt. The new mill will be somewhat smaller than the one destroyed, having two planers and one re-saw.

A loss of $10,000 was sustained by the Kenfield & Lamoreux Company at Washburn, when fire destroyed the dry-kilns with a large amount of lumber. The plant will probably be rebuilt.

The Hardwood Market

CHICAGO

Very little change has been noticeable in the local market during the last two weeks. There has been but little slackening in trade that can be traced to seasonable influences. This is true in lines of manufacture covering the various kinds of lumber consumed in the Chicago market. Continued activity in building operations is responsible for the consumption of a large amount of stock through the medium of sash, doors, blinds, interior finish, etc. This continued building movement has had a favorable effect upon furniture manufacturers. The piano trade, of course, is going through its dull season, but on the whole, the various lines of manufacture are enjoying a nice share of trade.

Shipments to the Chicago market have continued at greater regularity although there is still a report current that dry stocks in general are harder to buy than to sell. Orders are being refused continuously because of inability to guarantee delivery on dry lumber. There seems to be a uniform increase in the amount of stock sold during the past month as compared to the month of July, 1911. One large hardwood concern reports that it booked orders one million feet in excess of July, 1911. Current prices are showing gratifying strength and while actual advance has not been gradual, generally speaking, still there is a decided tendency to maintain the former levels of lumber values. Trade in Chicago supports the general belief that business conditions throughout the country are rapidly returning to a normal state. There continue to be in evidence a few kickers who for some reason or other are not getting their full quota of trade and who declare that business is "rotten," but it may be that their long usage of this declaration has actually made it chronic with them and they perhaps have come to believe it themselves.

NEW YORK

The hardwood market at New York shows a very fair demand, with a good volume of business being booked. The movement of stock is quite general and the trade fairly well distributed. Inquiry in the wholesale market is satisfactory and prices, especially on good lumber, are well maintained. Good, well-manufactured dry stock is scarce and any available supply for quick shipment is bringing very satisfactory prices. Local consuming channels seem to show some improvement and with stocks below normal in both the yards and in the hands of the local manufacturing trade, a very fair volume of business is resulting, with good prospects for an active fall trade. Plain and quartered oak are strong, and maple, birch, beech, ash and chestnut are holding their own. High-grade poplar is strong and some of the lower grades are plentiful.

BUFFALO

There is a fair amount of business being transacted at the hardwood yards, and trade generally is running ahead of a year ago. The shortage of low-grade stocks is one of the features of the situation. Predictions are that this will be a very fair year for business. Prices all along the line are holding up well.

Plain oak is about the strongest wood on the market. Quartered oak is not as strong as plain, but is showing more firmness than a short time ago. Birch has shared with maple in strength and activity, and supplies of each are selling readily. Ash is stronger than formerly. Elm is in fairly good demand, with inch stock very hard to get. Both cherry and walnut are rather quiet. Basswood is in better sale.

PHILADELPHIA

It is unequivocally stated in the hardwood lumber field that July trading has been unusually good, far exceeding expectation in the eastern territory. Business in the standard woods continues satisfactory, and the outlook for fall trading is promising. At mill ends a gradual resuming of normal conditions is noted. The wholesale consuming industries are still a little slow in coming into the market, but it is confidently believed a quickening in buying may be looked for as the fall season opens.

Plain oak is running well in point of sales, with stocks scarce, and prices moving upward. Birch, maple and ash are in good call; poplar is a little slow. Low grades continue active and firm. Cherry holds a fair position. Maple flooring is a good seller. Basswood is among the leaders. No change is noticeable in chestnut and sound wormy chestnut.

PITTSBURGH

Everything looks better in this market. Wholesalers are optimistic. General business conditions are fine. Car builders are the busiest they have been since 1906. Factories using hardwoods are buying more lumber than at any time for the past five years. Building in the industrial centers outside of the city is of fair volume and the yard trade is accordingly better. Hardwood mills are busy, but are not accumulating stock. Prices on all hardwoods are advancing. A car shortage is looked for this fall, and wholesalers are urging their customers to get their stocks shipped before this takes place.

BOSTON

The market for hardwood lumber has developed considerable strength during the past two or three months, and at the present time it is firmer in some of its branches than for many months. Stocks in dealers' hands have been materially reduced, and in many cases manufacturers of hardwood lumber are offering smaller lots than usual at this time of the year. Practically all advices from manufacturing centers indicate that hardwood values are firm with the tendency toward a higher level. It is believed here that prices will advance still higher should the demand show any further improvement. Manufacturing consumers of hardwoods are busier and their stocks in reserve are not large.

Plain oak is one of the firmest woods in the market at the present time. Quartered oak has attracted more attention, although the demand is not really active. Maple flooring has been in very good demand. The call for black walnut has been more active this season than for some time. Offerings are small and prices are very firm. The demand for cypress is of moderate proportion and prices hold fairly steady.

BALTIMORE

The favorable conditions that have prevailed in the hardwood trade for some time past remain in evidence. All firms here are able to maintain their record for the volume of business done. In fact, some of them exceed it, setting new marks, and giving a touch of exceptional activity to the movement which it does not usually have in midsummer. It is one of the most remarkable developments of the current year that the national campaign has so far exerted no retarding effect upon the trade. Neither the political events here nor the strike troubles in London and elsewhere have thus far proved really effective in bringing on that state of stagnation which is often a feature of midsummer. All mills are running whenever it is possible to do so, and thus far there has been no such accumulation of stocks as would suggest the danger of congestion. Manufacturers can usually find buyers for their output, and often there is more than one buyer for a particular lot of lumber. The movement would in all probability be larger if the offerings were sufficiently liberal. As it is, manufacturers dispose of their stocks as fast as these can be shipped.

All hardwoods commonly used are in very fair

demand, with some of them so urgent that prices rule high. This applies especially to oak, which commands larger returns than at any time in the history of the trade. The yards show a disposition to place orders, having had numerous calls of late, and other sources of distribution are also receptive. Chestnut is about holding its own, with sound wormy stocks in good request, and extra wide poplar of good grade about the only division of the trade that has not had its proper share in the recovery.

The continuance of labor troubles at the port of London naturally tends to restrict the foreign movement, but as if to make up for the embargo there, large quantities of lumber are going forward to other points. Steamers leaving here have heavy shipments of lumber and logs, so that the average of movement is probably maintained. Foreign buyers are more disposed to meet the terms of the shippers, so that business in the main is satisfactory. Altogether, the hardwood situation shows a measure of strength unexpected at this time, with the outlook decidedly encouraging.

INDIANAPOLIS

The hardwood business in this market is fairly satisfactory and the situation is practically the same as it was at this time last year. No big orders are coming in at this time but trade is sufficiently heavy to keep the various concerns moderately busy. Prices remain steady, and there are no indications of any immediate change in quotations. The unusual activity in the veneer trade is having a beneficial effect on the hardwood trade. Automobile factories and other hardwood-using industries are also enjoying a good trade, and the outlook for the remainder of the year is quite satisfactory.

COLUMBUS

The demand for hardwood in Columbus and central Ohio has been good during the past fortnight, and prospects for the future are excellent. Orders are coming in well both from retailers and manufacturing establishments, although the latter probably show the greater improvement. Prices are ruling firm and every change is towards higher levels.

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One of the best features of the trade is the better demand for poplar, especially the wide sizes. These have been a sort of drag on the market, but now factories making automobiles and carriages are buying better. The demand for the lower grades of all varieties is good, and prices are firm. The higher grades are also moving well. Dry stocks in mill districts are scarce. Plain and quartered oak is ruling firm and prices are good. Chestnut is in demand and is one of the strongest points in the market. Ash is stronger than formerly. Basswood is selling well. Other hardwoods are unchanged.

NASHVILLE

Although there has been a slight slackening of activity during the past few days the volume of trade here continues with seasonable demands. Unusual activity started in June and continued throughout July, making the latter month unusually good. Plain oak still leads in activity, and quartered oak is showing an improvement. Prevailing prices for plain oak have increased during the past month. There are continued good demands for gum, chestnut and ash. Mahogany is more of a factor than formerly, and it is hard to meet the demand. Elm, basswood and poplar are quiet. Foreign inquiries are improving, and a good export trade is expected this fall. There is much activity among hardwood flooring manufacturers. General prices on this market are stronger at present than for some time. Preparations are being made by the vehicle, automobile, furniture and hardwood novelty manufacturers for a large fall trade. Mill work concerns are active. Building operations are still active and the retail trade is good.

LOUISVILLE

There is a strong and confident tone to the hardwood market at present, and there seems to be every reason why those having lumber should regard the situation optimistically. Furniture manufacturers are speeding things up a little following the generally successful conclusion of the July exhibits, while other large consuming interests are also buying more liberally. The building boom in this section and other parts of the country is not only sustaining the mahogany trade, but is giving unusual life to the regular planing-mill trade. This is helping Louisville, which has always been noted as a great town for mixed cars, which are usually required by the planing-mill people. Railroads are trying to get their equipment in shape so as to be able to have maximum resources for the fall, as it is now generally conceded that there will be need of them. A prospective car shortage is figured as one of the unavoidable features of autumn business.

Oak of all kinds is good; plain oak is holding its own, and quartered oak is showing a marked increase in strength. Poplar continues good, and ash and chestnut are moving in increased quantity.

ST. LOUIS

There is a reasonable volume of hardwood business being done by local yards, although business is not as good as it might be as many buyers and dealers are out of town on their vacations. An increase in trade is not looked for until towards the latter part of the month. The present demand is mostly for plain oak. There is also a fairly good call for quartered oak. The demand for red gum is seasonable. Other items on the list are not showing any particular betterment. Logging conditions at the mills are fairly good, but some mills are short of logs. Local cypress dealers are well pleased with the volume of business being done, and report a good outlook for the immediate future. Crop conditions in this section are showing up well, and if they are realized, there will be a splendid call for cypress in the Iowa and northern Illinois markets. Small orders are coming in nicely at the present time. The door and mill-work situation is improving. Orders for stocks are coming in nicely and in better volume than has been the case for some time.

BRISTOL

Trade in this market has improved slightly and prospects are good for continued improvement. The usual period of summer dullness is passing, and it is believed that new business will come in much more rapidly toward September. Shipments have been a little light of late. Practically all mills have been busy this summer, especially the smaller mills. The roads are in only fair condition, as a result of continued rains and the country mills are behind with hauling. The outlook for better prices is said to be good.

NEW ORLEANS

The local hardwood situation has shown no change during the past two weeks. On account of the strike of mill hands which involves nearly every sawmill in the state, local dealers complain about a difficulty experienced in getting shipments forward. Many mills are entirely shut down on account of the strike. While the export trade is not what can be called dull, there is little stirring outside of regular shipments. A brighter outlook for the future, however, is held by the majority of the exporters and it is hoped that with the settling of the ocean rate controversy, things will move forward again.

MILWAUKEE

The only thing that seems to be causing concern to local hardwood wholesalers at the present time is the scarcity of stocks in nearly all lines. The amount of hardwood which is arriving from northern Wisconsin and from the South is hardly equal to requirements. Wholesalers say that business this season has not taken the slump usually experienced at this time of the year, and that even at this early date, there is plenty of fall building under way. The local sash and door trade is buying more readily than is usually the case at this time of the year, while the furniture and farm implement manufacturers are making good inquiries and placing some satisfactory orders. Building operations are active, as more large buildings are being erected this season than for several years. This means a brisk trade in hardwood for finishing purposes.

Birch is strong as a result of the low stocks, and the demand is good. Oak is firm, and there is little difficulty experienced in selling the better grades of plain and quartered oak. Basswood is wanted and the available supply of dry stock is small. Maple is in brisk demand, especially for flooring purposes.

DETROIT

A fairly strong demand for hardwoods characterized the local market during the past two weeks. There was a good demand for oak and poplar, and walnut and cypress were also fairly active. Prices showed no startling fluctuations and were generally satisfactory. The flooring trade has been exceptionally busy and the output has been confined largely to oak products. The box and veneer trades also report good business. Wholesalers and retailers have had more success of late in getting freight shipments via railroad lines, the congestion having been considerably relieved.

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CLASSIFIED ADVERTISEMENTS

Advertisements will be inserted in this section at the following rates:

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Eight words of ordinary length make one line. Heading counts as two lines. No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Salesmen on our New Census publications. Splendid opportunity. Men making $50 to $75 per week. RAND, McNALLY & CO., Dept. B., Chicago, Ill.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

EMPLOYMENT WANTED

EMPLOYMENT WANTED

for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.

SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

WANTED

Oak bending strips. 73" to 98" long. Large or small quantities.

DELPHOS BENDING CO., Delphos, Ohio.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

LOGS FOR SALE

WALNUT LOGS FOR SALE

Approximately 2,500 black walnut trees running 12 to 20 inches in diameter, located 1½ miles from Blencoe, Ia. For particulars address E. J. KATES, State House, Lincoln, Nebr.

TIMBER LANDS FOR SALE

ARE YOU INTERESTED IN GUM and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE—TIMBER.

We have large tracts of cypress and hardwood timber located in Louisiana. Will sell at reasonable price, small cash payment, balance—monthly as cut, timber near trunk line railroad. Good opportunity for practical manufacturer with mill. Easy logging proposition. Correspondence solicited from principals only.

POINTE COUPEE LAND & IMPROVEMENT CO., LTD., 1017 Hibernia Bank Bldg., New Orleans.

FOR SALE—BY OWNER.

360 acres virgin northern Michigan hardwood and hemlock timber land in solid body. Farthest haul 2 miles to track. Good farm land, level, cheap logging. For full particulars address BOX 42, Escanaba, Mich.

LUMBER FOR SALE

FOR SALE—WHITE ASH.

1 car 4/4 1st & 2nd.
2 cars 4/4 No. 1 Common.
THE CYPRESS LUMBER CO., Boston, Mass.

BUILT UP WOODS. LET US QUOTE YOU

WISCONSIN CHAIR CO., Port Washington, Wis.

OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

INDIANA QUARTERED OAK CO., 7 East 42d St., New York, N. Y.

LUMBER WANTED

WANTED

All kinds of hardwoods, log run. Will send inspectors. GUENTHER LUMBER CO., Philadelphia, Pa.

WANTED TO BUY

All kinds of hardwood lumber, 1" & thicker; especially interested in 4/4 & 5/4 Plain Red Oak & Birch. Want a few cars of 9" & wider 4/4 & 5/4 Oak and Birch No. 1 Com. Quote lowest price delivered f. o. b. Cairo, rate of freight.

Address BOX 80, care HARDWOOD RECORD.

WANTED TO BUY

5 cars 4/4 Sound Wormy Chestnut
4 cars 4/4 1s & 2s Sap Gum.
2 cars 4/4 1s & 2s Red Gum.
2 cars 5/4 1s & 2s Red Gum.

DUHLMEIER BROTHERS, Cincinnati, O.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.

BUSINESS OPPORTUNITIES

PERSONS HAVING HEAVY TIMBER

or sunken logs to float write H. G. CADY, 508 So. 5th St., St. Louis, Mo.

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address

"BOX 72," care HARDWOOD RECORD.

WANTED

To correspond with an experienced hardwood manufacturer who would like to buy a half interest in mill and timber in Mississippi, or if preferred, will sell entire interest.

Property is offered at half its real value. Is now in operation and making money. Address

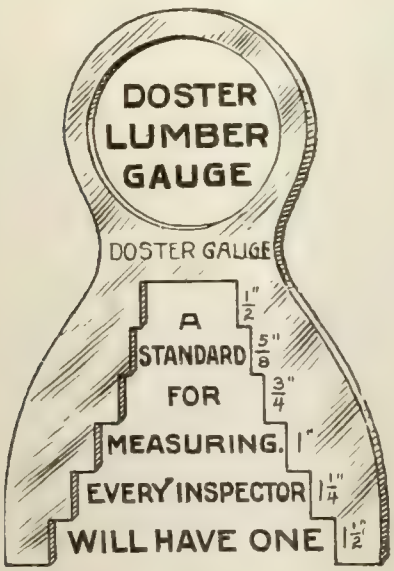
ROOM 717, Whitney Bank Bldg.,
New Orleans, La.

MISCELLANEOUS

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.



COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



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Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss.

WM. A. EAGER
FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

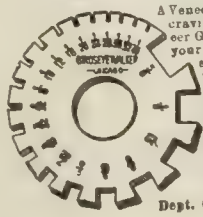
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CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co. 2204 S. Laflin St.
HARDWOODS

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HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
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Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
SAUL BROS.
626 Federal St., Chicago



A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 88.
Dept. C **WALKER BIRD'S EYE** CHICAGO

Gerlach Modern Machines
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

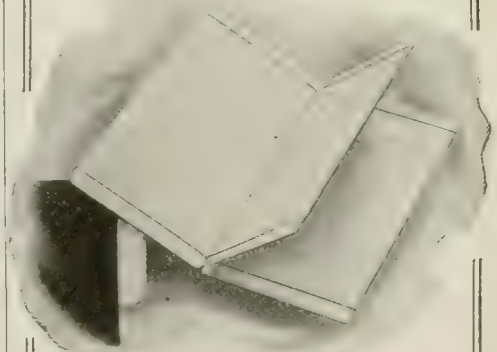
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

The Last Word in Saw Quality is

ATKINS Silver Steel SAWS

LOOK FOR THIS TRADE MARK on your Saw and then you will know that you are using "The Finest on Earth."



Band Saws, Circulars, Cross-cut Saws, Gang Saws. A perfect Saw for Every Purpose. **Machine Knives.**
General Selling Agents Covel Filing Room Machinery.

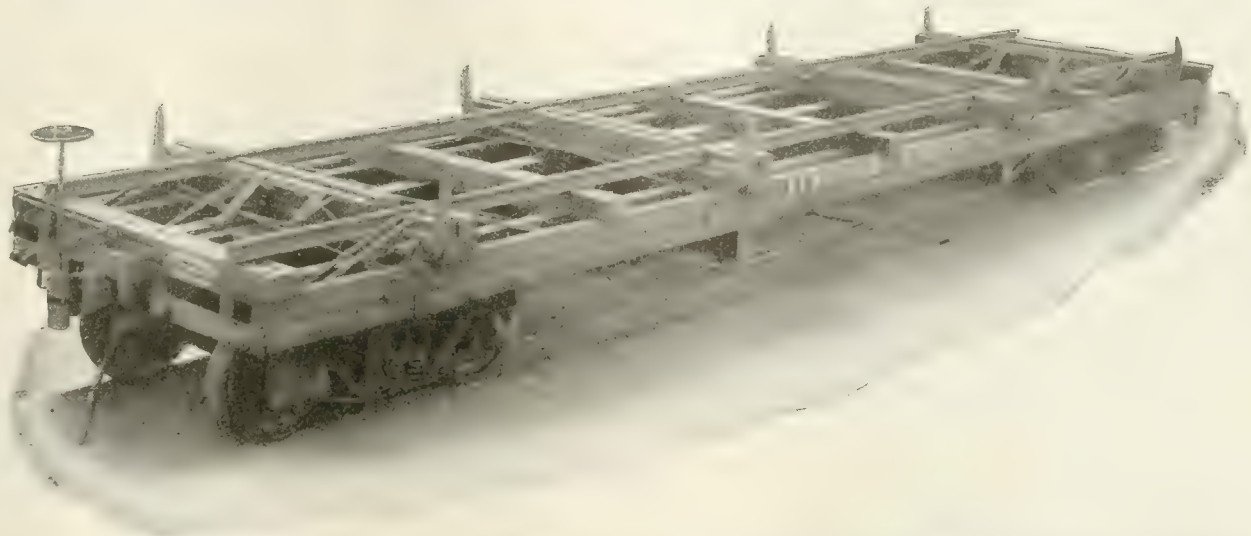
Specify ATKINS through your usual source. If they won't supply you, write to the nearest address below.

E. C. ATKINS & CO., Inc., THE SILVER STEEL SAW PEOPLE **Home Office and Factory, INDIANAPOLIS, IND.**

Canadian Factory, Hamilton, Ont.; Machine Knife Factory, Lancaster, N. Y.

BRANCHES: ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE, VANCOUVER, B. C., SYDNEY, N. S. W.

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

Years of Hard Service Have Demonstrated Russel Cars to be Superior in Quality and Construction. Built for any Capacity Desired

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

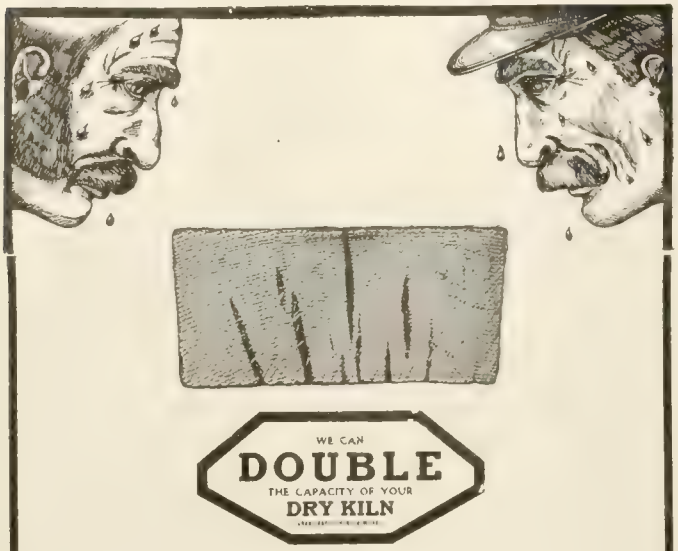
(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

CLYDE IRON WORKS
DULUTH, MINN.

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1718 Fisher Building, Chicago
1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.



WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

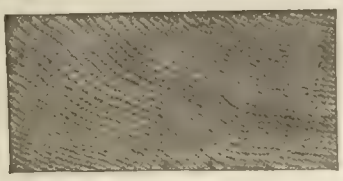
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL **HOSE**

STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work



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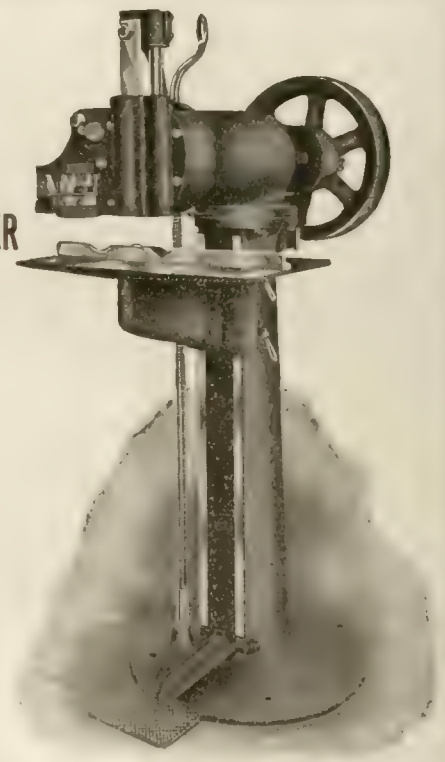
THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



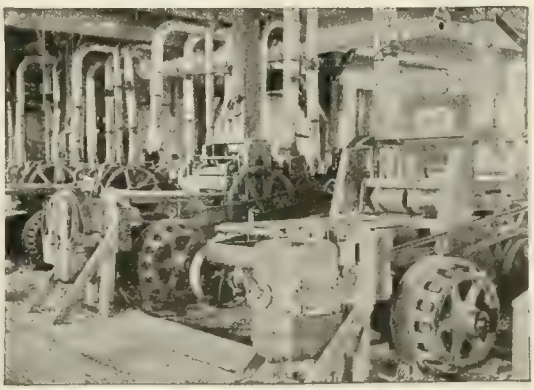
Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan



Machines driven by Westinghouse motors occupy small floor space and permit maximum production.

Constant Speed means Maximum Production

The speed of machines driven from line shafts is constantly varying. Every time the load is thrown upon one machine all the others slow down.

Every drop in speed means a loss in production and poorer quality of work.

When your machines are driven individually by

Westinghouse Motors

each machine will run at its maximum capacity and its speed will be approximately uniform regardless of the load.

The result is maximum production and a uniform quality of work.

Thousands of Westinghouse motors are giving satisfactory service in wood-working plants.

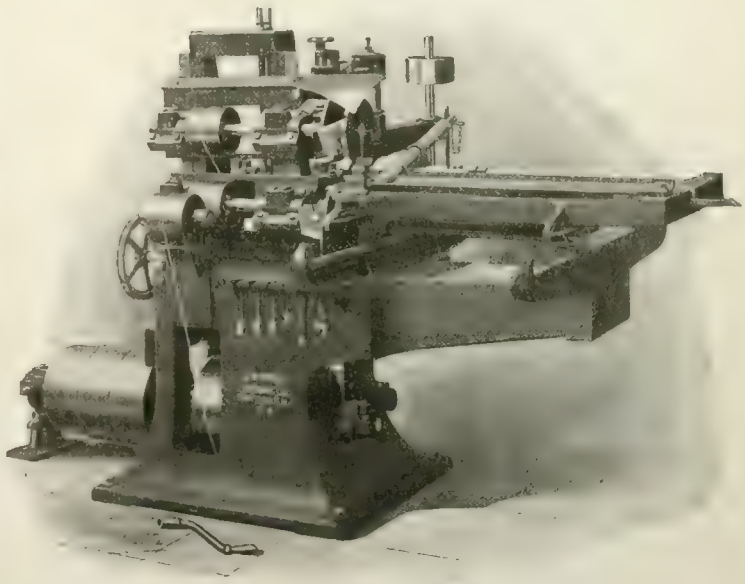
Their design is the result of the long practical experience of the Westinghouse Company in the electric drive of wood-working plants. They are producing maximum output at minimum cost because they were installed with the assistance of Westinghouse wood-working experts.

Avail yourself of Westinghouse service. Write Dept. 38 today for full information on Westinghouse Motors for Wood-working service.

Westinghouse Electric & Mfg. Co.
East Pittsburgh, Pa.
Sales Offices in 45 American Cities

SMITH OF SMITHVILLE N.J.
Woodworking Machinery

IMPROVED SINGLE-END TENONER



The above **Tenoner** is fitted with **Double Heads** and **Double Copes** for Hardwood Doors. The **Carriage** is fitted with **Roller Bearings** so as to move accurately and easily.

Send for circular relating to above and other ***Woodworking Machines***

H. B. Smith Machine Co.

Smithville N. J.

BRANCHES:
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PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

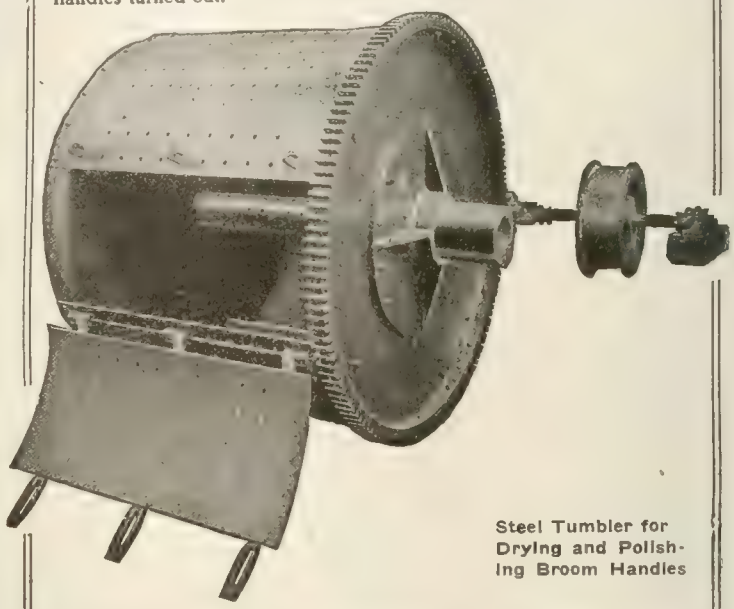
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NEW YORK, N.Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

Cable Address:—"Baldwin, Philadelphia."

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three original tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

VENEERS AND PANELS

CHESTNUT DOOR STOCK VENEERS

WE make a specialty of rotary cut Chestnut Door Stock Veneers for one, two, three and five panel doors, and are prepared at all times to fill orders promptly. We make it a point never to substitute brown ash when chestnut is ordered.

¶ We also manufacture door stock veneers in Red and White Oak, Poplar Cross-banding, Drawer Bottoms and special dimension Poplar, White Oak Veneers for furniture and piano makers, and other rotary cut products in Chestnut, Poplar, Red and White Oak not listed above.

¶ For prices and other information write to

RADFORD PORTSMOUTH VENEER CO., Radford, Virginia

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, · TENNESSEE

Veneer Manufacturers Co.

S. E. Cor. May and Fulton St. CHICAGO

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FIGURED AND PLAIN WOODS

Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

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KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY

General Offices, KANSAS CITY, MO.

Hoffman Brothers Company

Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

Walnut Cherry Ash Maple

Let us send you Stock List FORT WAYNE, IND.

¶ HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N. C.
Cutters, Cross Banding, Drawer Bottoms.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL FACTORY AND OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN
SKILL and
EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

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ROTARY CUT VENEER AND THIN LUMBER

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BEECH
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MAPLE
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BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

VENEERS AND PANELS

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. ***Wausau, Wis.***

BASSWOOD

in Single Ply Rotary Cut Stock and Built Up Panels

We Can Fill All Orders
Write The House of Quality **CADILLAC VENEER COMPANY, Cadillac, Mich.**

Veneer Panel making is our specialty, and we claim that the panels we make are cheaper in the long run for they

Will not come to pieces after they are in the furniture

Do you see the point?

VENEERED PANELS

WHICH ARE BUILT TO STAY

Are a Specialty with Us.

WE can sell you panels in two, three and five-ply, better in quality than if you make them yourself, and at far lower prices than you can hope to reach without equipment equal to ours.

Our plant is thoroughly modern in every way, and veneered panels, being our sole product, it is fair to presume that we can furnish perfect panels at lowest cost.

Even if you are using single-ply or straight lumber there will be a saving for you if you adopt our built-up panels.

Made in quarter-sawed oak, quarter-sliced oak, figured mahogany, plain mahogany, red birch, plain oak, yellow pine, gum, basswood, ash, maple, and elm.

Let us send you samples and prices. ☞ Write today.

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MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

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The I. Stephenson Company - WELLS, MICHIGAN

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars

80000	4/4	Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
72000	4/4	Pl. White Oak 1s & 2s.	20000	8/4 Cottonwood Log Run.
143000	4/4	Pl. White Oak 1 Com.	112000	4/4 Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	26000	5/4 Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	48000	6/4 Cypress Shop & Better.
47000	4/4	Qtd. White Oak 1 Com.	81000	8/4 Cypress Shop & Better.
12000	8/4	White Ash 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
13000	10/4	White Ash 1s & 2s.	27000	4/4 Gum 1s & 2s Sap.
			25000	4/4 Gum Boxboards 13"-17".
			38000	5/4 Gum Log Run.
			20000	6/4 Gum Log Run.

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THE CHOICEST SMALL TRACT IN THE SOUTH

Virgin Oak, Poplar and Chestnut. Title perfect. Ten miles from railroad. Near Murphy Branch of Southern.

VERY REASONABLE PRICE IF TAKEN QUICKLY

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DETROIT

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

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IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

"The Standard" of Excellence

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Basswood Siding, Ceiling, and Moulding

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Manufacturers of

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BASSWOOD
ELM
MAPLE

We Solicit Your Inquiries

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WHERE THE FINEST NORTHERN HARDWOODS GROW

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.
Grand Rapids, Wis., Atlanta, Wis.,
Saw mills and planing mill at Atlanta, Wis.

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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HARDWOOD LUMBER

Brown Bros. Lumber Co.

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1 " No. 1 Com. & Btr. Hard Maple
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1½" No. 2 Com. & Btr. Hard Maple
2 " No. 2 Com. & Btr. Hard Maple
1¼" No. 2 & Btr. Soft Elm
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DRY STOCK AND CAN MAKE PROMPT SHIPMENT

WE OFFER BIRCH AND MAPLE

COMPLETE STOCK
4/4" & up No. 2 & better Hard Maple
COMPLETE STOCK
4/4" & up No. 1 & Better Wis. Birch
Guaranteed to average 8" wide
Runs 40%—45% 14' & 16' lengths

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ANY WOOD
ANY THICKNESS

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OF
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Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

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Same Attention to Small Orders as Large
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Established 1867
Indianapolis, Ind. **U. S. A.**

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YOU WANT OUR VENEERS

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

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Fort Wayne, Indiana

D. B. MacLaren Lumber Co.
HARDWOOD LUMBER
Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

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4/4 1s and 2s, 10" & Wider, 25,500'
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6/4 1s and 2s, 6" & Wider, 14,000'
6/4 No. 1 Com., 4" & Wider, 26,900'
8/4 1s and 2s, 6" & Wider, 25,400'
8/4 No. 1 Com., 4" & Wider, 36,000'

IT IS ALL BAND-SAWN

TENNESSEE VALLEY OAK
THE BEST SOUTHERN OAK

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A GUARANTEE OF PERFECTION

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We Want to Move

2 cars 4/4 1st & 2nds Cypress.
2 cars 4/4 select Cypress.
4 cars 4/4 No. 1 Shop Cypress.
1 car 2" 1sts & 2nds Cypress.
1 car 2" Select Cypress.
1 car 4/4 1sts & 2nds Cottonwood.
5 cars 3" mixed oak Crossing Plank.
10 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Ash.
1 car 2" 1sts & 2nds Ash.
2 cars 4/4 18" & wider Panel Cottonwood.
8/4 to 16/4 No. 1 Common and better Plain Red and White Oak.

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All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly.

They will be pleased to have your inquiries.



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Stronger glue joints are now being made with the Tapering Wedge Dovetail Glue Joint because of the principle on which it is made. It has all the best features of other joints with additional points that prove its superiority. The Taper Wedge Dovetail Jointed edge is smooth and has twice the wood surface of other joints. The glue is not only put on the edge of the joint, but the glue fibers are forced into the pores of the wood, giving a tight joint all over, producing a glue joint that has unbreakable strength. A big improvement has been made by jointing lumber automatically on the

LINDERMAN AUTOMATIC DOVETAIL GLUE JOINTER

SAVES LABOR, LUMBER, GLUE

There is no ripping or matching when jointing lumber automatically at one operation. A big percentage of the lumber is taken direct from the cut-off saw, rough edge, and built up into panels and sized to exact width; the edging is used so there is no lumber waste, and two-thirds of the labor bills is saved.

Several factories save as much as 70% of the glue which they formerly used. The saving is made by applying the glue on to the jointed surface by a revolving brush wheel. To be sure there is no surplus glue used, a stationary brush scrapes off the surplus into the pans again, which insures no glue waste. The wide range of jointing that can be made on the "Linderman" makes it a very valuable machine to every factory.

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4/4 and 5/4 No. 2 common and better Basswood

4/4 No. 2 common and better Brown Ash

4/4 and 5/4 No. 2 common and better Birch, strictly unselected for color

4/4 and 5/4 No. 1 and No. 2 common Flooring Maple.

4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4 Firsts and Seconds Maple

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MANUFACTURERS
WATER SEASONED
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POPLAR LUMBER

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. A Guarantee of a Square Deal in both Grade and Measurement

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25,000 ft. 5/8" No. 2 Com. Poplar.
170,000 ft. 1" No. 1 Com. Poplar.
140,000 ft. 1" No. 2 Com. Poplar.
90,000 ft. 1½" No. 2 Com. Poplar.
175,000 ft. 2" No. 2 Com. Poplar.
19,000 ft. 1¼" 1s & 2s Qtd. Poplar.
25,000 ft. 1" S. W. No. 2 Common Chestnut.
30,000 ft. 1¼" S. W. No. 2 Common Chestnut.
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90,000 ft. 2" S. W. No. 2 Common Chestnut.
60,000 ft. 1" 1s & 2s Plain Red Oak.
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Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed — Write for Prices

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WHITE AND YELLOW PINE
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OFFICE: 703-705 HENSON BUILDING
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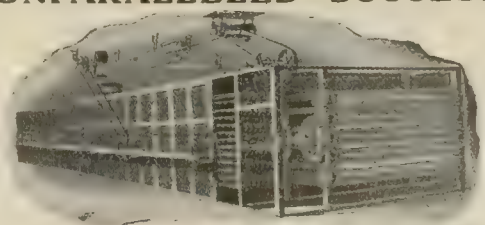
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The quality of McIlvain lumber is the very highest in each grade. When you order a car of lumber of a certain grade, we don't "fill out" the car with several pieces of another grade. It's ALL just what you ordered.

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Ask us for prices

on the following list of STRICTLY SOFT YELLOW POPLAR:

1 Car 1″ Boxboards, 9 to 12″
2 Cars 1″ Selects
2 Cars 1″ Clear Saps
6 Cars 1″ No. 1 Common
2 Cars 1″ No. 2A Common
4 Cars 1¼″ No. 1 Common
1 Car 1¼″ No. 2A Common
1 Car 1½″ Clear Saps
4 Cars 1½″ No. 1 Common
2 Cars 1½″ No. 2A Common
1 Car 1½″ No. 2B Common
1 Car 2″ No. 1 Common
1 Car 2″ No. 2A Common
1 Car 2″ No. 2B Common

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South Bend, Indiana

H. C. CREITH & CO.

Hardwood Lumber

Write us
for Anything
in Hardwoods

COLUMBUS **OHIO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. August 14th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better (part dry)	18 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	9 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm 1s & 2s (14 in. and wider)	18 M
6/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm No. 1 Common	40 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	20 M
5/4 Hard Maple Step, 1s & 2s	18 M
6/4 Hard Maple Step 1s & 2s	27 M
8/4 Rock Elm No. 3 Common	25 M
4/4 Hard Maple No. 3 Common	50 M

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OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. August 14th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	15 M
1x7 and up Basswood No. 1 Common	19 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	8 M
4/4 Soft Maple No. 3 Common	19 M

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When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

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FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

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Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood

This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

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20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood

This was cut and cross-piled during the past winter, and is all good average widths and lengths.

MANUFACTURERS

100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood

This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

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ALL WOODS
SEND FOR STOCK LIST
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In the Market for Round Lots of Hardwood
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In Stock, Ready To Ship
3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum
WE make a specialty of Oak Timber and Car Stock.
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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.
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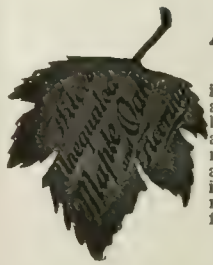
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PANELS *We carry in stock and can give immediate shipment, 3 and 5 ply panels in*

Birch, Oak, Mahogany



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S. E. Cor. May and Fulton St. CHICAGO

VENEERS

FIGURED AND PLAIN WOODS

Circassian, Mahogany, Quartered Oak, Curly Birch, Walnut, Bird's-eye Maple, Rosewood, Gum, Rotary Cut, Yellow Poplar, Red Oak, White Oak, Pine, Birch, Maple, Walnut, Gum

THE HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

H. S. MIZNER, Pres. — J. M. LOGAN, Gen'l Manager

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LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

Veneers

"The Very Best"

KNOXVILLE VENEER CO., P. B. RAYMOND, Pres.
KNOXVILLE, TENN.

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD — CHICAGO

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CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

JOHN B. RANSOM & COMPANY

MANUFACTURERS OF

HARDWOOD LUMBER

3 cars	4/4	1's & 2's Qtd. White Oak, 6" & up (wide in).
1 car	4/4	No. 1 common Qtd. White Oak, 6" & up (selected for figure).
1 car	4/4	1's & 2's Qtd. White Oak, 10" & up.
2 cars	6/4	1's & 2's Qtd. White Oak, 6" & up.
1 car	6/4	No. 1 common Qtd. White Oak, 4" & up (very nice).
1 car	8/4	No. 1 common Qtd. White Oak, 4" & up (very nice & dry).
1 car	4/4	1's & 2's Qtd. Red Oak, 6" & up.
2 cars	4/4	No. 1 common Qtd. Red Oak, 4" & up.
2 cars	5/4	1's & 2's Chestnut, dry, good widths.
2 cars	5/4	No. 1 common Chestnut, dry, good widths.
10 cars	4/4	No. 2 C. & S. W. Chestnut, dry.
2 cars	16/4	1's & 2's White Ash, very dry & tough.
2 cars	6/4	No. 1 common Hickory, very dry & tough.
1 car	8/4	No. 1 common Hickory, very dry & tough.
1 car	10/4	No. 1 common Hickory, very dry & tough.
1 car	12/4	No. 1 common Hickory, very dry & tough.

NASHVILLE, TENNESSEE

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK
75,000 FEET 4/4
NO. 2 COMMON QUARTERED WHITE OAK

Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly

LOVE, BOYD & CO., Nashville, Tenn.

The Althauser-Webster-Weaver Lumber Co.

INCORPORATED

NASHVILLE, TENNESSEE

MANUFACTURERS OF

HARDWOOD LUMBER

Wood Consuming Plants, Attention!

We solicit your inquiries for quartered oak. If we haven't what you want we will cut it for you

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NASHVILLE, TENN.

Manufacturers of

HARDWOODS

We want to sell from 100,000 to 200,000 feet 3" 1s and 2s quartered white oak, shipments to be made at regular intervals within the next six or eight months.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8′—8′6″ Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

OAK TIMBERS **YELLOW POPLAR LUMBER**

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 cars 4/4 1sts and 2nds Quartered Poplar
5 cars 4/4 No. 1 Common Quartered Poplar
1 car 5/4 1sts and 2nds Poplar
3 cars 5/4 No. 1 Common Poplar
2 cars 5/4 No. 2 Common Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 6/4 No. 2 Common Poplar
1 car 6/4 No. 4 Common Poplar

The above stock from our West Virginia Mills.

185,000 ft. 4/4 No. 1 Common Louisiana band sawn White Oak, one year old

A Few Items in Dry Stock

1 car 4/4 1s & 2s Plain OAK
1 car 6/4 Com. & Better Plain OAK
1 car 8/4 Com. & Better Plain OAK
4 cars 4/4 No. 1 Common Plain OAK
2 cars 4/4 1s & 2s POPLAR
1 car 4/4 Sap POPLAR
4 cars 4/4 No. 1 Com. POPLAR
2 cars 6/4 No. 1 Com. POPLAR

Send Us Your Inquiries

Boice Lumber Co., Inc.
RICHMOND, VIRGINIA

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

HUNTINGTON
CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

The Central Veneer Co.
SOFT YELLOW POPLAR
CROSS BANDING
Huntington, West Virginia

YOU GET WHAT YOU BUY
TIMBER PRODUCTS
C. S. Brown
TIMBER PRODUCTS
HUNTINGTON, WEST VIRGINIA
EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

Peytona Lumber Company
Inc.
WHOLESALE MANUFACTURERS
HARDWOOD LUMBER
HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14′ & 16′ long).
4 cars 4/4 13″ to 17″ Poplar Box Boards (75% 14′ & 16′).
2 cars 4/4 No. 1 Panel Poplar, 18″ to 23″ (60% 14′ & 16′).
1 car 4/4 No. 1 Panel Poplar, 24″ & up (60% 14′ & 16′).

All high-grade band sawn stock. Good widths.

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What our BULLETIN SERVICE was doing for your competitor in the lumber business, you'd not only want the service yourself, but YOU'D HAVE IT.

Let Us Tell You About It.

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HUTCHINSON LUMBER COMPANY
MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: **NAUGATUCK, W. VA., AND LOGAN, W. VA.**

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MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand August 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
FAS Quartered White Oak, 6" and up	63,000	.....	.....	40,000	50,000	.....	7,000	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak, 4" and up	.....	12,000	.....	12,000	140,000	.....	.....	.....	.....	.....	.....
No. 2 Com. Qrtd. White Oak	.....	5,000	.....	.....	60,000	.....	.....	4,000	.....	.....	.....
Clear Qrtd. W. Oak Sap Strips, 2½-5½	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	50,000	.....	.....	.....	.....	.....	.....
FAS Plain White Oak, 6" and up	.....	50,000	60,000	20,000	.....	20,000	15,000	12,000	3,000	.....	3,000
FAS Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	.....	.....	.....
No. 1 Com. Plain White Oak, 4" and up	.....	.....	.....	.....	75,000	5,000	12,000	8,000	9,000	.....	.....
FAS Plain Red Oak, 6" and up	.....	.....	30,000	20,000	100,000	.....	.....	.....	.....	.....	1,000
No. 1 Com. Plain Red Oak, 4" and up	.....	.....	10,000	30,000	125,000	.....	18,000	.....	.....	.....	.....
FAS Red Gum	160,000	150,000	120,000	180,000	170,000	65,000	45,000	20,000	.....	3,000	.....
FAS Quartered Red Gum	.....	.....	.....	.....	.....	.....	.....	4,000	.....	.....	.....
No. 1 Com. Red Gum	50,000	60,000	130,000	40,000	50,000	60,000	50,000	.....	.....	.....	.....
FAS Circassian Red Gum	.....	.....	.....	12,000	40,000	5,000	5,000	2,000	.....	.....	.....
Sap Gum B.B., 13"-17"	.....	.....	.....	.....	70,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum	60,000	50,000	80,000	90,000	110,000	50,000	30,000	30,000	.....	.....	.....
FAS Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum, 12" wide	.....	.....	.....	.....	16,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Sap Gum	.....	60,000	25,000	.....	180,000	.....	.....	.....	.....	.....	.....
No. 2 Common Gum	70,000	30,000	.....	50,000	200,000	200,000	15,000	.....	.....	.....	.....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	75,000	.....	.....	.....
No. 1 Com. Cypress	.....	.....	.....	.....	.....	.....	.....	20,000	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	60,000	30,000	.....	.....	.....
Common and Better Tupelo Gum	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

SOME HIGH CLASS STOCK

5 cars 4/4 No. 2 Common & Better Soft Grey Elm
3 cars 6/4 No. 2 Common & Better Soft Grey Elm
2 cars 10/4 No. 2 Common & Better Soft Grey Elm
1 car 12/4 No. 2 Common & Better Soft Grey Elm

THE LOWER PENINSULA VARIETY

Write for Special Prices

THE STEARNS SALT & LUMBER COMPANY

Manufacturers

LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
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LARGEST TIMBER DEALERS IN THE WORLD

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KENTUCKY

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. Mills, Magnolia, Standard and 21st Sts.

Low Prices to Move Quick

3 cars 6/4 No. 1 Common Plain Red Oak.

1 car 6/4 No. 2 Common Plain Red Oak.

1 car 5/4 Firsts and Seconds Plain Red Oak.

2 cars 3/4 Firsts and Seconds Quartered Red Oak.

1 car 8/4 Firsts and Seconds Quartered White Oak.

2 cars 6/4 to 12/4 Common Ash.

The above is bone dry, strictly high-grade, the 6/4 Oak running from 75% to 90% 14 and 16 foot lengths, largely 16 foot.

Falls City Lumber Co.

Incorporated

Keller Building, LOUISVILLE, KY.

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SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:
DRY—IN FINE CONDITION

4,700 feet 3/4" 1s-2s Qrtd. White Oak.
15,000 feet 3/4" No. 1 Com. Qrtd. White Oak.
40,000 feet 4/4" No. 2 Com. Qrtd. White Oak.
4,500 feet 2¼" No. 1 Com. Plain White Oak.
45,000 feet 4/4" No. 2 Com. Plain Red & White Oak.
14,000 feet 4/4" No. 1 Com. Qrtd. Red Oak Strips, 2" & up wide.
12,000 feet 6/4" Hickory, Log Run.
16,000 feet 4/4" Hickory, Log Run.
20,000 feet 4/4" Poplar, 1s-2s Quartered.
8,000 feet 4/4" Poplar, No. 1 Com. Quartered.
13,000 feet 4/4" Poplar, Com. & Better, 12" & up x 10'.
50,000 feet 5/4" Poplar, 1s-2s & No. 1 Com., 7" to 9".
12,000 feet 4/4" Ash, 1s-2s 6" and up.
12,000 feet 6/4" Log Run Ash.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

In Times of Stress

Business men get the best possible idea as to the value of their connections.

Anyone can handle ordinary transactions at ordinary times without serious difficulty.

It is when a hard job has to be taken care of, or a special order filled, that the advantage of hooking up with a live bunch is most evident.

Now and then you have some business of a particularly individual nature, requiring particularly good stock and particularly good service.

Just to demonstrate that we are capable of handling your regular trade with neatness and dispatch, try your special orders on members of

The Louisville Hardwood Club

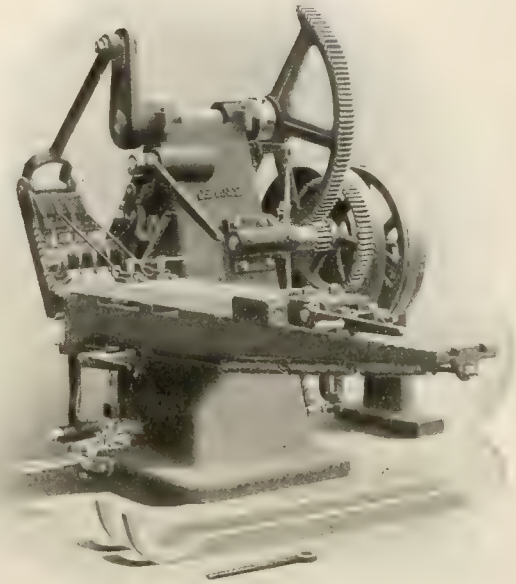
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No. 1 Patent Auto Plow Handle Bender

Has brought with it a large amount of comment, distinct advantages over kindred tools, and an element of extreme satisfaction to their users.

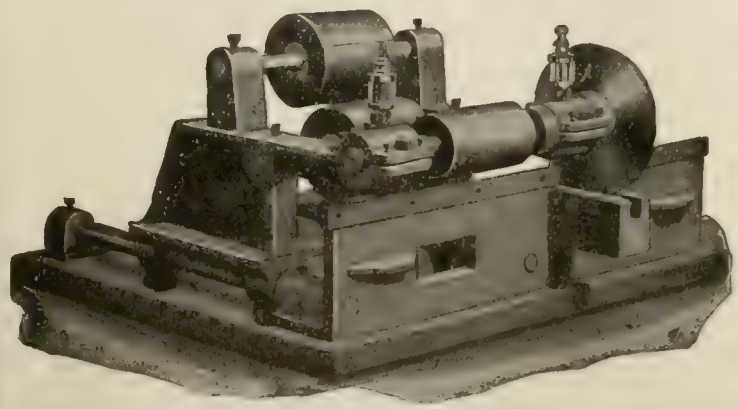
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If you are not equipped with DEFIANCE machines, it will pay you to investigate. Our catalog and prices are yours for the asking.

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414 Perry Street **Defiance, Ohio**



BUTTING SAW

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Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by

Cadillac Machine Co.

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New Standard 54-Inch Band Re-Saw

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"A Specialty, Not a Side Issue."

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CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

The Maley, Thompson & Moffett Co.
Veneers, Mahogany and Hardwood Lumber
Largest Stocks Best Selections
CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

5 Cars 5-4 No. 1 Common Poplar
5 Cars 6-4 No. 1 Common Poplar
5 Cars 4-4 No. 2 Common Poplar

W. E. HEYSER, President WEAVER HASS, V. President
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The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
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BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

153 M ft. 4/4 1s & 2s Cottonwood, 6" & up—30% 13" & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6" to 12", 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20" to 21", bone dry.
6 M ft. 4/4 Panel Cottonwood, 22" to 26", bone dry.

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THE GATEWAY OF THE SOUTH

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET
CINCINNATI

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

E. C. Bradley Lumber Co.

702 Gerke Building, Cincinnati, Ohio

2 cars 4/4 No. 2 Com. & Better Ash.
½ car 4" No. 1 Com. & Better Ash.
½ car 3" No. 1 Com. & Better Ash.
3 cars 3" No. 1 Com. & Better Soft Maple.
1 car 8/4 No. 1 Com. & Better Soft Maple.
½ car 4" No. 1 Com. & Better Soft Maple.
1 car 1" Log Run Cherry.
100,000 ft. 4/4 Log Run Maple.
30,000 ft. 4/4 No. 2 Common Poplar.
15,000 ft. 4/4 Clear Sap Poplar.
13,500 ft. 4/4 No. 1 Panel Poplar, 18" to 24" wide.
14,000 ft. 4/4 No. 1 Panel Poplar, 24" & up, 30" 34" and up, 50 to 60' 14' & 16' long.
75 pcs. 1" No. 1 Panel Poplar, 39" to 48" wide, 16' long.
72 pcs. 1" No. 1 Panel Poplar, 24" to 39", 16' long.

All of the above is band sawed, good widths and lengths, and we can make prompt shipment

POPLAR SPECIALISTS

We have always made a distinct specialty of Poplar, Rough and Milled. Have 3,000,000 feet nice, dry stock at Cincinnati now, and some at our mills

CAN WE SERVE YOU?

THE M. B. FARRIN LUMBER CO.
CINCINNATI, OHIO

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 & Panel Sap Gum, 21" to 25".
2 cars 4/4" 1 & 2 Red Gum, 18" to 27".
3 cars 4/4 No. 1 Com. Qrtd. Red Oak.
2 cars 4/4 1 & 2 Pl. Red Oak, 12" & up.
1 car 4/4 No. 1 Com. Qrtd. White Oak.
1 car 12/4 1 & 2 Pl. White Oak.
2 cars 4/4" Sd. Wrmy. & No. 2 Com. Qrtd. Chestnut.
3 cars 4/4 1 & 2 Poplar.
1 car each 12/4" No. 1 Com. Selects & 1 & 2 Poplar.
1 car each 4/4 No. 1 Com. & 1st & 2nds Ash.
1 car 4/4, 5/4 & 6/4 1 & 2 Ash, 12" & up wide.
1 car 8/4", 10/4, 12/4 & 16/4" 1 & 2 Ash, 12" & up wide.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

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Specialist in Hardwoods

Manufacturers are requested to supply lists of stock for sale

Immediate Shipment

5 cars 4/4 No. 1 Common Yellow Poplar
4 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths

J. S. KENT CO., PHILADELPHIA

Saw Mills Designed and Built

Plans and specifications prepared. Construction supervised. First class heavy millwright work. Entire plants surveyed. Machinery for complete mills. Fire loss adjustments. Practical sawmill engineer. Can save you money. Highest testimonials.

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REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
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NICE FLAKY STUFF

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MANUFACTURER HARDWOOD LUMBER
Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple
Mill at Stone Coal Junction, West Virginia

We Know How to fill your orders for all kinds of HARDWOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORING.
Give us a trial.
THOMAS E. COALE LUMBER COMPANY
FRANKLIN BANK BUILDING, PHILADELPHIA, PA.

The CHEAPEST HARDWOOD LOGGING

IS DONE WITH

LIDGERWOOD CABLEWAY SKIDDERS



LIDGERWOOD MFG. CO.
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THE EAST

LEADING MANUFACTURERS AND JOBBERS

W. P. Craig Lumber Co.

Wholesale Hardwood and Building Lumber

Empire Building, :: PITTSBURG, PA.

HARD MAPLE

When the quality of being hard is required in Maple, Vermont or Adirondack stock should be specified. Maple will not grow harder for us than other people, but it certainly does grow harder in this section of the country than elsewhere.

WE CAN MAKE PROMPT SHIPMENTS.

New York Office
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GEO. WEBSTER LUMBER CO.
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OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

AMERICAN LUMBER & MFG. COMPANY
Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

CHAS. K. PARRY & CO.
Hardwood Lumber
LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

JONES HARDWOOD COMPANY
WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
33 Broad Street, - - BOSTON, MASS.

WE HAVE IT

W. W. DEMPSEY
Manufacturer and Wholesaler of
HARDWOODS

CHERRY
50 M ft. 4/4 No. 3 Common

RED OAK
2 Cars 4/4x16" and wider 1s and 2s

CYPRESS
350,000 feet 4/4 Shop & Better

SPRUCE
4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull

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A LINE BRINGS PRICE BY RETURN MAIL

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You can't afford to be without *The* ***Gibson Tally Book***
when it costs but a dollar, if you want the most convenient and accurate system for tallying lumber.
Hardwood Record :: :: :: Chicago

R.E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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CONTINENTAL BUILDING.

Baltimore, Maryland

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

Dry Poplar for Immediate Shipment

2 cars 4/4 Fas.
2 " 4/4 Saps, Selects.
3 " 4/4 No. 1 Common.
3 " 6/4 No. 2 Common.
1 " 8/4 Fas.
2 " 8/4 Saps, Selects.
5 " 8/4 No. 1 Common.
4 " 8/4 No. 2 Common.
2 " 10/4 No. 1 Common.

FAUST BROTHERS LUMBER COMPANY

Sales Office
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Main Office
PADUCAH, KENTUCKY

Poplar! Poplar!! Poplar!!!

WE HAVE THE FOLLOWING BAND SAWN AND EQUALIZED POPLAR LUMBER.

1 Car 1/2 1s-2s Clear Saps, 6" and up wide.
2 Cars 5/8 1s-2s Clear Saps, 6" and up wide.
1 Car 4/4 Clear Sap Strips, 5"x6" wide.
10 Cars 4/4 1s-2s Clear Saps, 6" and up wide.
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5 Cars 4/4 Panel and No. 1 Poplar, 18" to 23" wide.
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5 Cars 4/4 Box Boards Poplar, 10" to 12" wide.
5 Cars 4/4 Box Boards Poplar, 13" to 17" wide.

LET US QUOTE YOU.

Russe & Burgess, Inc., Memphis, Tenn.

FIRE INSURANCE

Lumber Underwriters

66 BROADWAY
NEW YORK

E. F. PERRY, Manager.

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Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

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OAK FLOORING

Kiln-Dried
Polished

HARDWOOD LUMBER
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BOX SHOOKS
CARRIER LUMBER & MFG. CO.
SARDIS MISS.
BENT WOODWORK
ROTARY CUT VENEER

Hollow Backed and Bundled

89%

of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

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Editorial Comment

General Market Conditions

It cannot be said that the last fortnight has brought about any material apparent change in the basis of demand and price. There is, however, a noticeable improvement in the strengthening of the spirit of the business world. Trade conditions in all lines are being constantly reported increasingly active with the resultant effect that the country in general has at last obtained practically a normal condition of mind.

The last ten days have brought out government reports and authoritative reports from private sources which have shown wonderful prospects for general business prosperity. In the lumber business various associations have reported optimistically as to present and future demand and prices. The main reason why there has not been a more pronounced increase in actual business during the past week or two is because the requirements for dry stock cannot be met by lumber on hand. This is a condition which is being faced in most of the important hardwood sections of the country. With continued activity in the building trades and resultant big demands on the manufacturers of interior finish, there is also coming a decided improvement in the factory trade.

The requirements of white ash, chestnut, poplar, gum and quartered oak have been so decidedly on the increase during the past week or ten days that there is no other deduction feasible than that the factory trade is awakening to the necessity of buying now. It is common knowledge that their stocks have been practically nil for a long time and the buyers seemingly have been affected by two conditions becoming acute in the immediate past. The first reason for their actively re-entering the hardwood market is that they have become convinced of the actual scarce condition of desirable stock. A few weeks ago they took the salesman's statement of continued increase in price with a grain of salt, really believing that by holding out a short time they would be able to realize more favorable figures, but with the continued firm condition of general market prices and the continued assurance that the supply will not be adequate to meet the demand for several months, they have become thoroughly convinced of the advisability of buying now.

Another contributing factor is the generally conceded probability of a serious car shortage with the moving of abnormal crops from the West. The agitation in this direction has been so insistent and so general that the astute buyer and shipper has become thoroughly imbued with a desire to avoid any unnecessary complications in future shipments.

It may be that the steadily advancing level of prices on plain oak has had some effect on the market for quartered oak. At any rate wholesale distributors of this line of stock report substantial improvement in its market. While there is apparent no startling jump in prices there is a more generally desirable demand.

The foreign trade promises to be even brisker than it has been, as the dock strike in London has been successfully settled and embargoes on shipments from American ports to London have been lifted. Return to normal shipping conditions will not be accomplished for a few weeks at least on account of extreme congestion in London.

Scottish markets have been somewhat flooded with American goods on account of the London strike, which resulted in shunting boats on up to Scotch ports. Basically speaking, however, foreign markets are in excellent shape and will offer a steady outlet for large quantities of the better grades of American wood products.

There continues to be an apparent scarcity of timber at southern mills. There is no immediate prospect that they will be able to manufacture enough stock to equalize supply and demand for southern hardwoods. Lumber is of course coming in constantly, but dry stocks are really no more plentiful than they were early in the summer. Wholesalers everywhere are exercising considerable caution in placing orders unless they are absolutely assured of delivery of shipments.

Sectionally there seems to be no particularly favored part of the country in regard to general lumber trade conditions. In the East there is reported an optimistic spirit while in the middle west and southern points an almost universal tone of optimism prevails. The occasional kickers probably have sold short and want to cover their sales with profit by maintaining a low level of prices at the mills, but these instances are rare and have no effect on the general condition of the trade.

SUBSCRIPTION TERMS: In the United States and its possessions, and Canada, $2.00 the year; in foreign countries, $1.00 extra postage.

In conformity with the rules of the postoffice department, subscriptions are payable in advance, and in default of written orders to the contrary, are continued at our option.

Instructions for renewal, discontinuance, or change of address, should be sent one week before the date they are to go into effect. Both old and new addresses must be given.

Both display and classified advertising rates furnished upon application.

Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Advertising Representatives: Jacob Holtzman, 5254 Larchwood Avenue, Philadelphia, Pa.; E. W. Meeker, 537 South Dearborn Street, Chicago, Ill.

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AUG 5 1912

Rather Confusing

Simultaneously with the appearance of an article in this issue of HARDWOOD RECORD, showing the inadequacy of concrete for post construction, there comes to HARDWOOD RECORD office a printed circular from the Indiana State Board of Forestry which apparently takes the opposite view of the case and the tone of which raises quite a little doubt as to whether or not the real principles of conservation are generally speaking understood at all.

The sentiment of the article in HARDWOOD RECORD can be easily ascertained by reference to the story and by a mere glance at the posts therein illustrated. It was written with the specific intention of showing wherein exponents of the various wood substitutes allow their enthusiasm to get the best of their better judgment and thereby bring upon themselves a great deal of misbelief and establish in the public mind a question of whether or not their articles are as good as they claim.

It is somewhat disconcerting to a lumber trade paper to receive from an association directly connected with the lumber business a statement saying that if concrete posts can be installed in the place of wood posts, they will effect a great saving of our forests and will be more economical to the consumer. The notice referred to is issued by the Indiana State Forestry Board to its members with the request that they submit a report of their experience and knowledge of the use and installation of concrete posts.

We have no doubt that the Indiana Forestry State Board is instigated by a purely unselfish, public-spirited motive, but we must take issue with it on one or two of the points raised in its circular. The fundamental reason, according to the statement, for the desire to introduce concrete posts, is that it will result in preserving the forest growth, and therein is where our opinions differ. There is evidently no consideration given to the fact that posts commonly used are made from trees which are of such a period of development that they can be obtained by frequent thinnings of growing stands of timber, made in accordance with the fundamental principles of forestry. In attempting to apply conservative forestry to any wooded area a selection of species and intelligent thinnings are required. This would mean that a large number of trees suitable for fence posts could thus be utilized, whereas, were the market filled with concrete posts these trees would go to waste. The statement also maintains that the introduction of concrete posts would mean the abandonment of the planting of catalpa and locust for post purposes. This is a question of course which has no particular bearing on the question of conservative forestry.

It is rather staggering to see in an article emanating from a source of this character the confident statement that concrete fence posts will soon be in general use.

The big questions of conservation, it seems, are lost upon the average forestry enthusiast. He evidently cannot conceive of the fact that increased utilization will result in more satisfactory prices for forest products, which in turn will immediately effect a keener interest on the part of lumbermen in the perpetuation of the timber supply. He overlooks the fact that the forests are merely a crop provided by nature to be harvested and that only through their being harvested can they be of any economic benefit to the country. He seemingly has no conception of the fact that the real interests of conservation could best be served by the creation and maintenance of a broader field of utilization for forest products. When this is realized the lumberman will be able to market not only the cream of his crop but also that which is poor in quality and which he now either wastes entirely or markets at a loss, depending upon his conception of values. Generally active interest on the part of the lumbermen can be effected only when their market has reached this point of development.

To Investigate the Labor Problem

A commission has been created by a recent act of the Senate in passing the Borah bill for the investigation of the relations between capital and labor by the federal government. This commission is the direct result of the outrages in Los Angeles in which the McNamara brothers were concerned. It is created to investigate general conditions of labor, existing relations between employers and employes; the effect of industrial conditions on public welfare; conditions of sanitation and safety; methods tried in any state or foreign country for maintaining mutually satisfactory relations between employers and employes; methods of avoiding or adjusting labor disputes; the outlying causes of dissatisfaction in the industrial situation, and other features which command the immediate and serious attention of every citizen interested in the public welfare.

The commission consists of nine persons to be appointed by the President, three of which will be representatives of capital, three of labor, while there will be one settlement worker, one member of the Senate and one Representative. It will be given extensive powers under which it can hold public hearings, secure the presence of persons or papers, administer oaths, summon and compel the attendance of witnesses and it is further authorized to employ suitable assistance in its efforts. An adequate appropriation is created for the expenses of traveling and outside investigation.

The ultimate success or failure of this effort rests entirely upon the personnel of the committee. If the persons appointed are high-class, efficient and conscientious, the good results should be prolific. If not, the endeavor to solve these complex social questions will probably meet with a flat failure.

SAND

Large numbers of people have brilliant qualities; they know a great deal, are well educated, but they lack sand—staying power. They can't stand by a proposition and see it through thick and thin to the end. They lack that bulldog grit which hangs on until they triumph or die. They lack the clinging ability that never lets go, no matter what comes. They work well when things go smoothly; they are fair weather sailors, but are terrified in a storm, paralyzed in an emergency. Staying power is the final test of ability.

—The Macey Monthly.

New Orleans a Possible Furniture Center

The city of New Orleans is unusually well located for the direct importation of mahogany from its various sources of supply. This city manufactures annually a vast amount of mahogany lumber, and a considerable quantity of mahogany veneers. Hence it would appear that furniture and interior finish factories employing mahogany as the raw material could successfully operate in New Orleans, but strange to say few are found there. While the largest manufacturer of mahogany lumber in the world is located at the gulf metropolis, this concern ships practically its entire product to points located in various parts of the world. The amount consumed locally is practically nil, as compared to shipments to outside points. Therefore, residents in New Orleans desiring high-grade furniture of mahogany must of necessity see this lumber manufactured at their very door steps, shipped thousands of miles to Chicago, Grand Rapids or other furniture manufacturing points, and there made into the desired article and reshipped to them. This means, of course, that the ultimate price

of the finished article must be high enough to cover the cost of transportation in both directions.

A casual consideration of the question would seem to indicate that this basis of industrial effort is not economically sound. There is a constant hue and cry of high prices and high cost of living, and in the popular mind the tariff is the only contributing factor to this condition. Here, however, seems to be a very pertinent reason for excessive cost of one important commodity in a large and growing territory. It is not contended that New Orleans alone would offer a sufficient local market to take care of the entire output of such factories, but it stands to reason that a New Orleans manufacturer could turn out furniture and ship to various points in the South at much less cost than is required in shipping the lumber to northern points and reshipping finished articles even as far as the cities midway between the gulf and the lakes. It may be that this policy of operation is based upon economic laws which are too obscure and complex to be comprehended by the layman, but it hardly seems reasonable to suppose this to be a fact. It is of course easily understood that climatic conditions in the South where people spend a great deal of their time out of doors, result in more lax attention to the finer details of house furnishing, but with the remarkable development of the southern states a higher standard of living is everywhere apparent and manufacturers of the finer grades of house furnishings and finish should feel this condition favorably and it seems that the logical way of meeting it would be to get right down into the country with their plants.

Continued Complaints

Complaints continue to reach HARDWOOD RECORD stating that a certain element of the hardwood fraternity is still indulging in the practice of shipping salted grades that bear little comparison to the qualities of lumber sold. A large number of these complaints are referred back to the chief associations, with the result that sellers are usually mulcted for their irregular practices. Nowadays the wise buyer is getting rather particular from whom he makes purchases, and is demanding in grade about what he contracts for on the order slip—still price buyers are in evidence, which helps along the irregular transactions.

Advanced Tax System

The common methods of taxing timber lands are pretty generally recognized as militating seriously against the perpetuation of the timber supply. The usual method is to tax the full value of the land and timber annually, thus making prohibitive any general attempt to work timber holdings on a conservative basis. A great deal of agitation has been maintained by various societies and individuals interested in securing a reasonable basis of taxation. A notable case is seen in the state of Pennsylvania. The Pennsylvania Forestry Association is the sponsor for all work of a conservative nature as applied to the forests in that state. It has taken an active and broad interest in local problems of forestry, and in many instances has suggested and carried through plans of a practical and beneficial nature.

The question of adequate taxation has demanded the attention of this body for some time, and as a result of serious thought a bill was recently drafted at its annual meeting, which it is confidently hoped will be passed by the Pennsylvania legislature at its next session. The plan is to create what is known as an auxiliary forest reserve. It will be optional with timber land owners whether or not they care to come under this heading, but if they do they secure the benefit of a substantial reduction in tax assessment. It is provided in the act that a tax not exceeding one dollar per acre be levied on timber holdings coming under this classification as long as they remain subject to it. On the other hand, the timber owners embracing this opportunity are compelled to reciprocate by maintaining their timber lands on a basis in keeping with suggestions made by the forestry association. Examinations are made from time to time, and if any owner embracing the act is found to be dilatory in his management, he is dropped and is forced to pay his regular taxes, and in addition to pay the difference between the special tax and the assessment which would have been levied during the various years when he had the benefit of the act. The bill also provides for a conservative cutting at such time as the timber appears to be ready to cut. Examination is made by expert foresters who outline a plan of exploitation with a view of obtaining the best silviculture and economical results.

Arbitration in Business

The question of arbitration as applied to disputes arising between business houses has commanded the attention of the business world to a varying degree for sometime. Arbitration as a method of settling disagreements has probably been brought to the immediate attention of the public through the international policy. It has, however, also come into pretty general use in large trade centers, New York City particularly being conspicuous in its employment of this method of settlement. The Chamber of Commerce of New York, through its recently established arbitration committee, is a moving spirit in this work in the Metropolis, and has already achieved distinct and praiseworthy results. The policy has saved disputants a large amount of time, money and effort, and has maintained for various houses the continued patronage of customers, who, had litigation been resorted to in the settlement of disputes, would probably have withdrawn their business.

The method of the New York committee of arbitration is to ask for a fee, which is purposely restricted to that of a referee. Private hearings are provided, and it has been demonstrated that disputes, which would be protracted for months and even years in the courts, may be settled within a few hours. The astonishing amount of time thus saved, and money reserved for the benefits of the concerns in dispute, are easily apparent. Voluntary arbitration becomes legal and binding.

An incident is on record wherein two of the largest merchants of New York selected an arbitrator and submitted their papers. Before the action could come to an issue the disputants settled their points of differences themselves. A disagreeable incident was thus overcome quickly and at practically no expense.

It is estimated that the time and money sunk in litigation exceed that lost through failures and bad debts. Legal processes serve not only to tie up capital which might otherwise be liquid and useful, but further clog the machinery of business generally and militate against a harmonious co-operative spirit among business men.

Socialism and Wages

An editorial writer in the Saturday Evening Post comments with a delicate show of irony on the question of the relation between socialism and a wage scale. It seems that a prominent socialistic publication recently observed that "two thousand dollars a year and six working hours a day is what socialism offers in return for your vote." In commenting upon this statement the Post writer avers that the amount is really not too much, citing as a necessity for this quadrupling of wage scale, that the price of gasoline is constantly rising and that automobile tires are subject to frequent and annoying punctures. It maintains, however, that to attain this scale a vast reconstruction will be necessary. According to the editorial the yearly output of manufactories is worth $20,500,000,000. Of this raw materials consumed cost $12,000,000,000 and other expenses approximate $2,000,000,000. This would leave then a total amount available for wages of $6,500,000,000. To divide this among all the individuals interested and to insure the annual $2,000 wage demanded would mean that twice this amount would have to be realized from sales to cover the additional expense.

The editorial concludes in a more serious vein that the real question is not concerned with collective bargaining or elimination of capitalists and landlords, for, it contends, if the total share of landlords and capitalists went to wage earners, the average pay envelope would be only $16 a week. The real problem for consideration should be the elimination of waste, increased efficiency and means to make industries create more wealth to be divided.

Pert, Pertinent and Impertinent

The Quest

A man once longed for peace complete.
He sought the ocean strand,
Where waves came singing soft and sweet
To the untrodden sand.
But soon they built a little town
Where bands began to play;
And then a tidal wave came down
And washed 'em all away.

He sought the wooded mountain height
To shun the crowds below.
A big hotel soon met his sight
With artificial show;
And next an earthquake shook the place
Until the mountain fell;
The devastation left no trace
Of mountain or hotel.

Out there upon the level plain
Where far his gaze might roam
He turned his quest of peace again
And sought to make a home.
But savage huntsmen 'round him crept
Or raised a warrior shout;
And then a cyclone came and swept
The whole collection out.

And when the cyclone dropped the man
He said: "Right here I'll stay.
Here will I strive as best I can
To use what comes my way.
From toil and strife I shall not flee
Nor shirk the issue grim.
No more will I seek peace," quoth he.
And straightway peace sought him.
—*Washington Star.*

It takes a hustler to distinguish the difference between an obstacle and a hindrance in his path.

JOIN THE PROCESSION



Out of the hills: Still a few kickers along the road. They might as well get in line, for no one will take them seriously anyway.

Interested Them

"I have here," says the inventor to the capitalists, "two plans for radical changes in sleeping cars."

"Yes?" murmur the capitalists.

"This plan increases the space given to each passenger and makes the berth much more comfortable by——"

"Can't consider it."

"Well, the second plan makes the car uncomfortable, but it enables it to carry half as many more passengers, and——"

"Give us the complete details, with estimates of cost."—*Life.*

Life's Weary Round

Nothing to do till tomorrow,
And then all over again
The roar of the spindle and shuttle,
The scrape and the scratch of the pen.
Nothing to do till tomorrow,
And then the same purpose, same plan,
In the day-after-dayness of living
That conquers the spirit of man.
Nothing to do till tomorrow,
And then all the old worry o'er,
Each day—but for grace of its dreaming—
The same as the day before:—
—*Baltimore Sun.*

Sarah's Squanderings

In Concord, New Hampshire, they tell of an old chap who made his wife keep a cash account. Each week he would go over it, growling and grumbling. On one such occasion he delivered himself of the following:

"Look here, Sarah, mustard plaster, 50 cents; three teeth extracted, $2! There's $2.50 in one week spent for your own private pleasure. Do you think I am made of money?"—*Lippincott's.*

There's neither jealousy nor selfishness back of a friendship that is worth while.

All men who want the earth are not lumber manufacturers.



SILERS BALD ON TENNESSEE-NORTH CAROLINA LINE FROM MIRY RIDGE

The National Appalachian Park

By Henry H. Gibson

A law was passed by the Congress of the United States and approved by the President on March 1, 1911, creating a National Forest Reservation Commission, and authorizing the acquisition of lands on the watersheds of navigable streams, for the purpose of conserving their navigability. The act under which this commission is enacted is based on constitutional ground, the power of the federal government to regulate commerce and protect the navigability of streams. Undeniably the members of the House and Senate, with notably few exceptions, did not realize what a great piece of legislation they were putting on the statute books, and equally certain is the fact that this law will go down into the history of nations as a monument to American legislative sagacity paralleled only by the Panama Canal, and possibly not even by this monumental undertaking. Let not Congress therefore be accused of knowing what it was about, for it didn't; but the fulfillment of the enactment means the fruition of public sentiment, originally inspired by Grover Cleveland, and latterly strongly urged by Theodore Roosevelt, Gifford Pinchot and other notable conservationists, looking to the perpetuation of a considerable portion of the magnificent forests of the eastern section of the United States, the protection of the sources of many of the great rivers of the country and the maintenance of the natural beauty of a vast and salubrious mountain region, convenient of access to the majority of centers of population.

Under the bill, the Secretary of Agriculture is directed to examine, locate and recommend to the commission for purchase sufficient lands as in his judgment may be necessary to the regulation of the flow of navigable streams, and is authorized to purchase in the name of the United States such lands as are approved by the National Forest Reservation Commission, at the price fixed by this body. The commission consists of the Secretaries of War, Interior and Agriculture, Senators Gallinger of New Hampshire and Smith of Maryland, and Representatives Hawley of Oregon and Lee of Georgia.

The general purpose of the law is to secure the maintenance of a perpetual growth of forests on the watersheds of navigable streams where such growth will materially aid in preventing floods, in improving low waters, in preventing erosion of steep slopes and the silting up of the river channels, thereby increasing the flow of water for navigation. While the improvement of the flow of navigable

streams is the fundamental purpose outlined in the enactment, other benefits incidental in character, but nevertheless important, are being kept in view by those having the land selections in charge. Among these are the protection of the soil of steep mountain slopes against the damage of soil cover, and soil destruction itself caused by forest fires, and from the disastrous erosion of the soil that follows such destruction; the preservation of water powers, which like navigation depend for their value upon the evenness of stream flow; the preservation of the purity and regularity of the flow of mountain streams, with a view to their use for the water supply of towns and cities; the preservation of the timber supply to meet the needs of the industries of the country; and the preservation of the beauty and attractiveness of the uplands of a great and salubrious mountain region, as recreation and pleasure grounds for the public.

Aside from its application to the watersheds of navigable streams, the law is not restricted to particular regions, save that lands may be purchased only in the states whose legislatures have consented to the acquisition of lands by the United States. The states which have passed such legislation are Maine, New Hampshire, Maryland, Virginia, West Virginia, North Carolina, Tennessee, South Carolina and Georgia.

The sources of navigable streams which have their origin in the Pacific coast region are to a large extent already protected by national forests. Hence the sections that are naturally being included in the new national forests will be the Appalachian region, and very likely a section in New England, including the White mountains, as for the most part they are without protection. Because of their altitude, steepness of slope and lack of protection, the Appalachians are in a class by themselves in their need for the action authorized by this law. For the fulfillment of this enactment Congress provided a total sum of eleven million two hundred thousand dollars, to be expended in the greater part at the rate of two million dollars annually until June 30, 1915.



LEVI TRENTHAM, MOUNTAINEER FARMER, SEVIER COUNTY, TENNESSEE

Location and Description of Southern Appalachian Region

The Southern Appalachian region includes a small section of central southern Virginia, the entire eastern line of counties of Tennessee, approximately two rows of counties of western North Carolina, and a considerable section of northern Georgia and northwestern South Carolina. Generally described it is a range of mountain country running from northeast to southwest, about three hundred miles in length and fifty miles in width. This describes the particular area under consideration, and in which certain lands have already been purchased for the new park.

Along the southeastern portion of this southern mountain belt is the Blue Ridge proper, which, as it crosses into North Carolina, is a fairly well defined mountain range, standing more than three thousand feet above the sea, and rising in four peaks to more than five thousand feet, and in one—The Grandfather—to practically six thousand feet. Bordering this region on the northwest is a mountain range—The Unakas—somewhat higher, and in its southern portion more massive but less continuous than the Blue Ridge. This region is cut across by half a dozen rivers, which rise on the Blue Ridge on the east, flow across this intervening mountain region, and cut through the Unakas in wild, deep gorges. Between these river gorges the segments of the Unakas are known by such local names as Iron mountains, Bald mountains, and Great Smoky mountains. In southern Virginia the Unakas approach the Blue Ridge, and practically merge with the latter into one irregular mountain range. Further southward the two diverge. The Unaka range has eighteen peaks rising about five thousand feet, and eight of these above six thousand feet. Roan mountain, toward its northern end, has an altitude of six thousand three hundred and thirteen feet, and Mt. Guyot and Clingman's Dome, further south in the Great Smokies, reach respective altitudes of six thousand three hundred and thirty-six feet and six thousand six hundred and nineteen feet.

Southwest of the Tennessee-North Carolina line, these bordering mountain chains lose both in elevation and regularity. In northern Georgia they break up into several minor ridges, diminishing in size as they extend southwestward, to widening irregular valleys.

Standing on the summit of one of the elevated mountains of this region, one may see stretching out in all directions an endless succession of mountain ridges and peaks. Hundreds of such vistas, from as many peaks, open out before the traveler. In every direction splendid hardwood forests cover and protect the mountain slopes. All these mountains are more or less irregular both in their courses and in their elevations. Most of them have peaks rising from their tops, and not a few have fairly uniform crests. A few are sharp, rugged and rocky, but most of them have rounded domes, whose tops are covered only with grass and rhododendron. Many others, equally as tall and massive as the Blacks and the Great Smokies, are heavily forest covered to their summits.

The haziness of the atmosphere in this section has found expression in the names Blue Ridge and Smoky mountains, which atmospheric condition limits the distance of distinct vision, but it combines with the forest cover to soften the details, and to render the southern Appalachian landscape attractive beyond comparison. This succession of ridges and peaks, seen through it from an eminence, rising one above and beyond another for fifty or one hundred miles, impresses upon the observer in a manner never to be forgotten the vastness of this region of mountains. It has forty-six peaks a mile or more apart, and forty-one miles of dividing ridges which rise above six thousand feet; two hundred and eighty-eight additional peaks and three hundred miles of divide rise more than five thousand feet above the sea. They are not only the greatest masses of mountains east of the Rockies, but are the highest altitudes covered with hardwood forests in America. This region in its position, mountain features, forests and climate stands grandly out as the greatest physiographic feature in the eastern half of the continent.

Origin of the Movement

In the foregoing is briefed the topographical analysis of the Secretary of Agriculture covering this Appalachian region, based on the reports of the Geographic Survey and Forest Service, which was transmitted by ex-President Roosevelt in a letter to the Senate and House of Representatives in December, 1901, when he urged upon Congress the establishment of a national park in this region. In this letter

of transmittal Mr. Roosevelt stated that the document involved the final results of the investigation authorized by a previous Congress, and its conclusions pointed unmistakably to the necessity for the creation of a national forest service in certain parts of the southeastern states. He urged that the report set forth an economic need of prime importance to the welfare of the South and to the nation as a whole, and pointed to the necessity of protecting through wise use, a mountain region the influence of which flowed far beyond its borders, with the waters of the rivers to which it gave rise. Specifically this letter recited:

Among the elevations of the eastern half of the United States the Southern Appalachians are of paramount interest for geographic, hydrographic and forest reasons, and as a consequence, for economic reasons as well. These great mountains are old in the history of the continent which has grown up around them. The hardwood forests were born on their slopes and have spread thence over the eastern half of the continent. More than once in the remote geologic past they have disappeared before the sea on the east, south and west and before the ice on the north: but here in this Southern Appalachian region they have lived on to the present day.

Under varying conditions of soil, elevation and climate many of the Appalachian tree species have developed. Hence it is that in this region occur a marvelous variety and richness of plant growth * * * and it is the concentration here of so many valuable species with such favorable conditions of growth which has led forest experts and lumbermen alike to assert that of all the continent this region is best suited to the purpose and plans of a national forest reserve in the hardwood region.

The conclusions of the Secretary of Agriculture are summarized as follows in his report:

1. The Southern Appalachian region embraces the highest peaks and largest mountain masses east of the Rockies. It is the greatest physiographic feature of the eastern half of the continent, and no such lofty mountains are covered with hardwood forests in all North America.

2. Upon these mountains descends the heaviest rainfall of the United States, except that of the North Pacific coast. It is often of extreme violence, as much as eight inches having fallen in eleven hours, thirty-one inches in one month and one hundred and five inches in a year.

3. The soil, once denuded of its forests and swept by torrential rains, rapidly loses first its humus, then its rich upper strata and finally is washed in enormous volume into the streams to bury such of the fertile lowlands as are not eroded by the floods, to obstruct the rivers, and to fill up the harbors on the coast. More good soil is now washed down from these cleared mountain side fields during a single heavy rain than during the centuries under forest cover.

4. The rivers which originate in the Southern Appalachians flow into or along the edges of every state from Ohio to the Gulf, and from the Atlantic to the Mississippi. Along their courses are agricultural, water-power and navigation interests whose preservation is absolutely essential to the well-being of the nation.

5. The regulation of the flow of these rivers can be accomplished only by the conservation of the forests.

6. These are the heaviest and most beautiful hardwood forests of the continent. In them species from east and west, from north and south mingle in a growth of unparalleled richness and variety. They contain many species of the first commercial value, and furnish important supplies which cannot be obtained from any other region.

7. For economic reasons the preservation of these forests is imperative. Their existence in good condition is essential to the prosperity of the lowlands through which their waters run. Maintained in productive condition they will supply indispensable materials which must fail without them. Their management under practical and conservative forestry will sustain and increase the resources of this region and of the nation at large; will serve as an invaluable object lesson in the advantages and practicability of forest preservation by use and will soon be self-supporting from the sale of timber.

8. The agricultural resources of the Southern Appalachian region must be protected and preserved. To that end the preservation of the forests is an indispensable condition which will lead not to the reduction but to the increase of the yield of agricultural products.

9. The floods in these mountain-born streams, if this forest destruction continues, will increase in frequency and violence and in the extent of their damages, both within this region and across the bordering states. * * * Their continuance means the early destruction of conditions most valuable to the nation, and which neither skill nor wealth can restore.

10. The preservation of the forests, of the streams and of the agricultural interests here described can be successfully accomplished only by the purchase and creation of a national forest reserve. The states of the Southern Appalachian region own little or no land, and their revenues are inadequate to carry out this plan. Federal action is obviously necessary, is fully justified by reason of public necessity, and may be expected to have most fortunate results.



A BEAUTY SPOT AMONG THE BIG TIMBER, EAGLE CREEK, SWAIN COUNTY, NORTH CAROLINA

It will be noted that this letter of ex-President Roosevelt dealt very largely with forest preservation and conservation, as well as the effect of rainfall and torrential stream flow in effecting erosion and river obstruction. Both the analysis and deductions were accurate and timely, and the present legislation doubtless is largely due to the propaganda he instituted.

Drainage

It should be noted that the Southern Appalachian region is drained by many rivers, most of which rise in the Blue Ridge and flow outward from the mountains in all directions—New river through the Kanawha into the Ohio; the Holston, Watauga, French Broad, Big Pigeon, Little Tennessee and Hiwassee into the Tennessee; the Coosa and Etowah through the Alabama and Chattahoochee into the Gulf; and the Tallulah, Chatooga, Toxaway, Saluda, First and Second Broad, Catawba and Yadkin into the Atlantic through the Savannah, Santee and Peedee.

The descent of these streams of necessity is very rapid. They head at altitudes of from three thousand to six thousand feet and leave the highlands at one thousand to two thousand feet. Hence they fall two thousand to four thousand feet within the mountain region. This mountain descent is in a great part by cascades, but after the rivers leave the mountains they are much less rapid. It is estimated that more than a million horse power could be developed from these streams in the mountain regions.

Settlement

It should further be recalled that this lower Appalachian region is so thinly populated and so little known by the public as to be regarded as the "unknown land" of the United States. The total population of this great area is less than three hundred and fifty thousand, and is made up almost exclusively of a white population whose forbears emigrated to this section more than a hundred years ago, and whose descendants have lived here in successive generations



TYPICAL CABIN OF MOUNTAINEER, WEST VIRGINIA



CASCADE ON BRANCH LITTLE RIVER, TENNESSEE

with very little intermarriage from other parts of the country, since that time. It is a peculiar and isolated people and as foreign to the great mass of American population as the inhabitants of Europe or Central America. These denizens of the narrow valleys are nowadays small farmers, although at an early date they were hunters as well. But more than a hundred years of incessant seeking after wild animals and birds has nearly exhausted the game from the entire region, and brook trout and other fish in the streams are on the road to extinction.

These inhabitants have peculiar morals and strong religious beliefs. They live in isolation, in poverty and in contentment. They are hospitable to a marked degree; their law is Mosaic: "An eye for an eye, a tooth for a tooth;" they recognize no enactment that prohibits them from making "moonshine" whisky; neither can they see any justice in a law that forbids them from killing a human being who has wronged them.

There are narrow valleys in the Virginias, eastern Tennessee, western North Carolina, northern South Carolina and Georgia, encompassed by mountain ranges, in which nearly every man, woman and child are related to each other. In the local vernacular they are



WATERFALL, SEVIER COUNTY, TENNESSEE



CASCADE, SEVIER COUNTY, TENNESSEE



A NIGHT'S SHELTER IN THE MOUNTAINS



SPENCE CABIN, FAMOUS LANDMARK TENNESSEE-NORTH CAROLINA STATE LINE

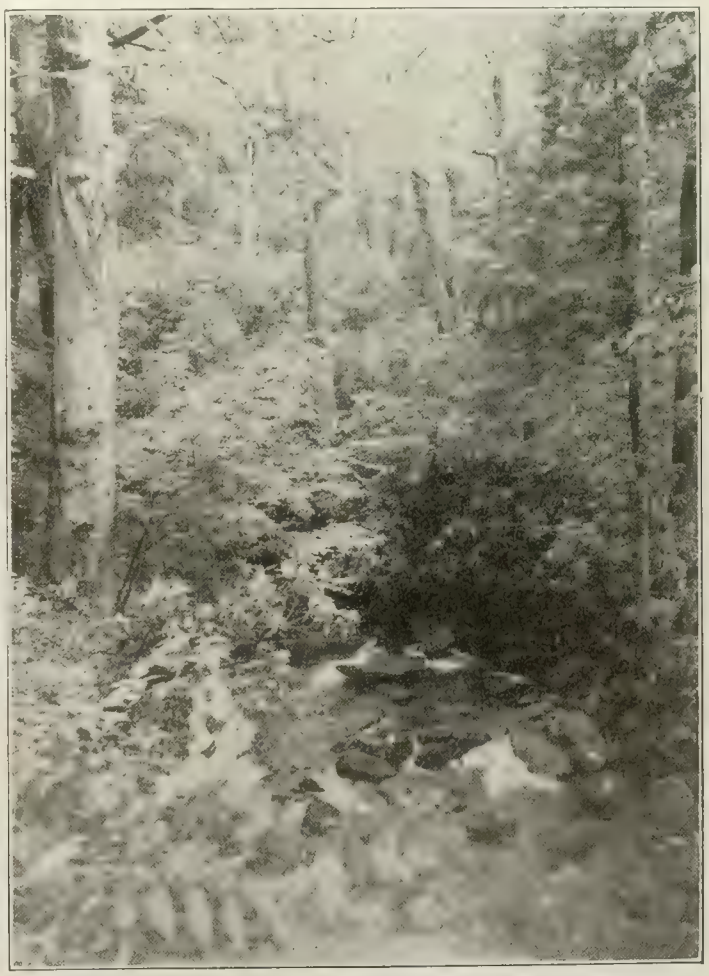
"kinfolks", and anyone living even across the next ridge is a "furiner". This foreigner, should he visit any particular section, is welcome to the best the rough cabin affords, and he is invariably invited to "light and rest his hat". At every mountaineer's shack as meal time or night overtakes him, he is tendered the best, and usually the little, there is in the larder, and the hospitable mountaineer insists upon his occupying the only bed, while in a corner of the one-room log cabin, he and his wife sleep on a pallet beside the open fireplace, and the usual flock of children are bestowed in other corners of the same room. For their service it is impossible to pay. The visitor is "the stranger within their gates" and an honored guest.

One can visit for days with scores of these mountaineers and never hear a word of profanity and rarely any vulgar conversation. Few of them smoke, but occasionally one is addicted to chewing tobacco, and in some sections snuff chewing is a prevalent habit, notably among the women.

The general area of this Southern Appalachian region involves approximately five million acres, about one-fourth of which has been cleared, and is now in various stages of cultivation or abandonment.



CASCADE, WEST BRANCH, EAST FORK, LITTLE RIVER, SEVIER COUNTY, TENNESSEE



LAUREL ENCOMPASSED CREEK BOTTOM, EAST TENNESSEE



TYPICAL YELLOW POPLAR GROWTH, WEST VIRGINIA

While naturally the soil is very rich, when these mountain sides are cleared of their covering of timber and shrubs and put under cultivation, they wash very rapidly, and while the farmer will have a splendid crop of corn for two or three years, the torrential rains soon play havoc with the land and it goes into abandonment, weeds and brush. Thus for more than a century patches of land have been successively cleared, cultivated and abandoned, and new limited areas have been subjected to the same process of destruction. These observations pertain only to the narrow valleys and the hillsides immediately surrounding the lower levels of the mountains. Attacks of this sort on the higher elevations are only isolated.

Natural Resources

The distinctive factors which give essential value to this mountain region are the temperature and the temperate and healthful climate; grand, picturesque and varied scenery; ample supply of pure, cool water; abundant water power; soils that are generally of good physical and chemical composition; a vast extent of forest, principally consisting of hardwoods (of which perhaps fifty per cent has been denuded only of its large, mature and highly valuable woods and on which the young growth has started and is in good physical condition) and mineral deposits of iron, copper, mica, talc, gold, corundum, precious stones, kaolin and other clays and building stone.

The general rock formation is not of volcanic origin but came in remote ages from an upheaval incident to the shrinkage of the earth's crust. The strata is very much involved. The rock consists largely of bastard granite, intermixed with some sandstone, conglomerates, shale, slates and quartzites. The antiquity of this formation is so great that geologists are confused in determining its age. However, it is definitely known that the Appalachian region is very old in the earth's history. Within what the geologists regard as a recent period of this history, a thick and extensive ice sheet covered the northern portion of the United States and part of British America, as it now covers Greenland. The ice gathered slowly, moved forward, and retreated as glaciers do with changes of climate, and after a long and varied existence melted away. This geological history affected the larger portion of the United States but did not reach the Appalachian region. This section was old in vegetation when the entire northern portion of the present United States was a barren waste. For untold centuries a wonderful variety of tree growth has prevailed in this section, has aged, fallen into decay and reproduced in kind.

The Forest Service and Geological Survey reports from which the writer is indebted for some of the data involved in this article, make register of one hundred and thirty-seven species of trees, many of which yield lumber and bark, as having their habitat in the lower



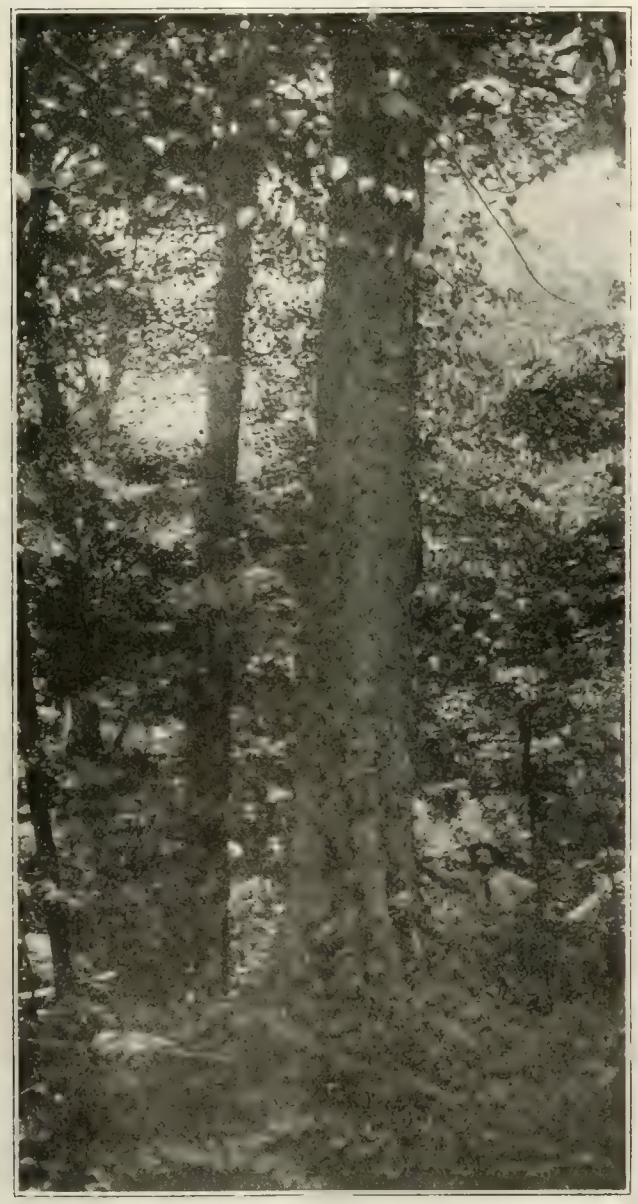
TYPICAL WHITE ASH GROWTH, EAST TENNESSEE

Appalachians. As a matter of fact it is the richest region in flora and fauna in the United States, if not in the world. The tree growth which ranges here to perfection involves nearly all the varieties growing in the northern regions of the United States, all those growing in the southern states, save cypress, and several valuable kinds which are peculiar to this region in commercial size.

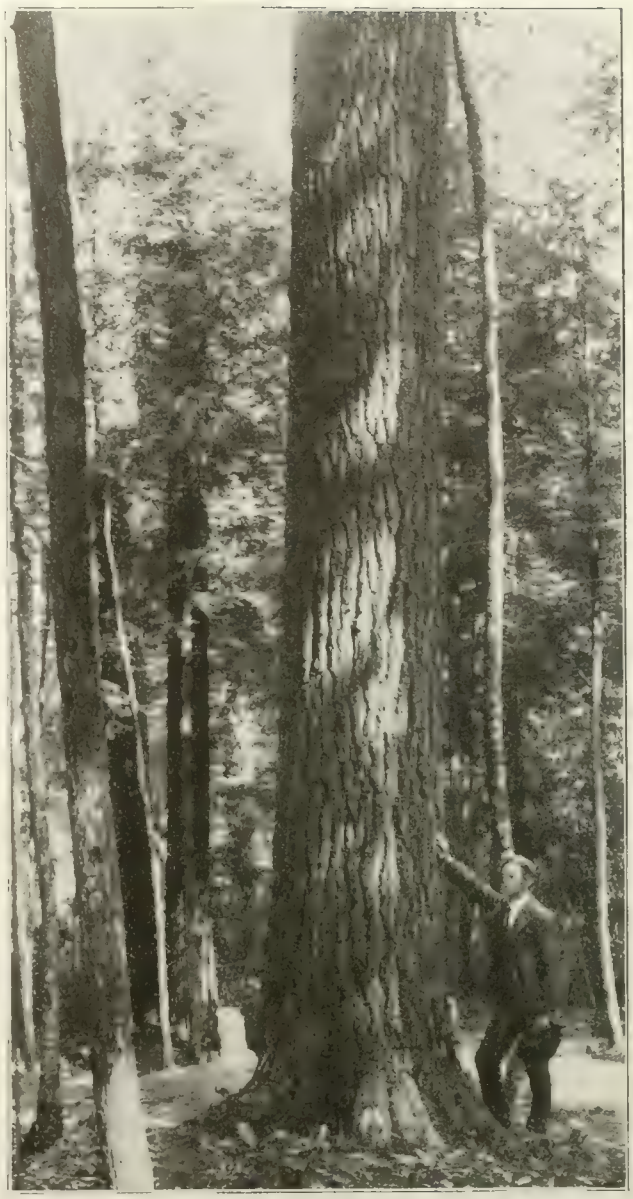
Climate

The climate of this elevated region has been described as being similar to that of northern Virginia and of southern-central Pennsylvania, with the notable difference that the temperature, especially on southeastern slopes where it is somewhat regulated by oceanic air current, is more uniform. In the central and northwestern portions it is more variable. Destructive winds are rare, and much less frequent than in the northern states.

The temperature from three to five thousand feet altitude usually ranges in summer between fifty and seventy-five degrees Fahrenheit, and in winter between ten and forty-five, varying considerably between the northeastern and southwestern ends, and the northwestern and southeastern sides of the mountains. The annual precipitation, according to the United States Weather Bureau, runs from forty to fifty inches on the northwestern slopes and sixty to seventy inches on the southeastern slopes. It is probable that near the crests of the mountains, where no records have been kept, the rainfall is even greater. In some seasons rainless periods occur in spring and fall, and were it not for the heavy forest cover, complaints of droughts would be quite as frequent as they are in other sections. Ususally the atmosphere is tempered throughout the summer with frequent showers of short duration. It must be recalled that all the regions of the United States between the Ohio river and the Atlantic and Gulf coasts are affected by the rainfall in these mountains.



TYPICAL CHERRY GROWTH, EAST TENNESSEE



TYPICAL WHITE PINE GROWTH, NORTH CAROLINA

Scenery

The scenery of this region is more striking because of its marked contrast to the surrounding lowlands. From the escarpments of the highlands may be obtained views of the broad expanse of timber-clad mountain tops and valleys, and even of the plains beyond. Along the winding mountain roads and trails are seen cozy coves and mountain sides under indifferent cultivation, but from the summits of the remoter "balds" may be viewed vast stretches of unbroken, billowy forest lands. This is not an Alpine region, neither does it rival the Rocky mountains, the Cascades or the Alps in grandeur, but it has a peculiar and distinctive scenic attraction. The writer has visited Yellowstone Park, the Grand Canyon of Arizona and the battlements of the Rockies, but for pure air, for sparkling springs, for the music of running waters, and for picturesque beauty that appeals to the senses, he gives the palm to the lower Appalachians.

While a few health and pleasure seekers visit these mountains now,



BIG LONDON ROCK, ALONG LITTLE RIVER RAILROAD

when the public becomes acquainted with their wonderful attractiveness and their economic value as a health and pleasure resort they will become the camping ground of thousands.

Water Supply

Even from the crests of the ridges, the traveler can hardly go a quarter of a mile in an undisturbed portion of the forest without finding a spring of pure, cool water. This water filters through moss and leaves a short distance, and then follows the clean stony bed of a brook down the mountain. The springs are generally perpetual but vary in volume of flow with the rainfal. It is one of the rare mountain sections where springs flourish to the very highest summits.

Agriculture

From a local viewpoint agriculture and grazing are more or less successful industries, and substantially are the only ones of the region. Upon agriculture has depended a century-long livelihood for the sparse population. Its extension is only limited by the steepness of the mountain slopes, and their consequent liability to erosion, the moderate cost of clearing, the distance from market and the paucity of good roads. The principal crops are corn and grass but small grains, apples and other fruits of many varieties grow remarkably well. Sorghum and sweet potatoes are grown to a limited extent, while along the southeastern slope of the Blue Ridge fields of cotton are often seen.

In the lower levels a system of progressive exhaustion and abandonment of the land has led to great and widespread erosion, by which thousands of acres are now gullied and at the present time are worthless. It will take scores of years, and perhaps a century, to rehabilitate these lands. This fact is not true of the general mass of land that has already been purchased for this park by the government, and other territory that it has under consideration. In spite of "fire scalds" on south slopes, and in other exposed sections where the merchantable timber has been removed on the higher levels, there is little or no evidence of erosion. Minor growth comes back quickly, and is followed by a natural re-seeding of the tree growth. Within a month after a severe forest fire, the entire mountain side will bloom out in green. It is only where these abortive attempts at cultivating the soil have prevailed that erosion has transpired that seriously affects soil values. But, with the encroachment and extension of agricultural pursuits upon the higher levels, with the strenuous tree-cutting efforts and careless handling of these forest-covered areas by lumbermen, and by reason of the great frequency and intensity of forest fires, the time has now come when serious erosion will take place in the higher levels of the Southern Appalachians, and choas will surely follow in the lower land levels and streams of a large portion of the United States, unless prompt prevention of the contributing causes are instituted.

The Forest

The original forest of the lower levels of this region, as indicated by preserved remnants and by the accounts of old settlers and early explorers, must have been remarkable in the extent, density, size and quality of its timber trees, as well as for the variety of these species. Through inaccessibility a large proportion of the higher levels are still in a virgin state, but they are not as valuable forests as those that originally obtained at altitudes of from one to three thousand feet. For example, poplar and oak, perhaps the most valuable woods growing in this section, "run out" at elevations of about four thousand feet, and oak notably does not prevail to any considerable extent above three thousand feet elevation. The chief forest wealth of the lower Appalachians consists of yellow poplar, red oak (the true *Quercus rubra*) and a dozen other varieties of valuable red and white oak, cherry, a half dozen kinds of hickory, chestnut, white ash, buckeye, cucumber, sycamore, red and black birch, hard and soft maple, hemlock, basswood, white walnut and black walnut and the



LOWER REACHES OF WHITEWATER RIVER, OCONEE COUNTY, SOUTH CAROLINA

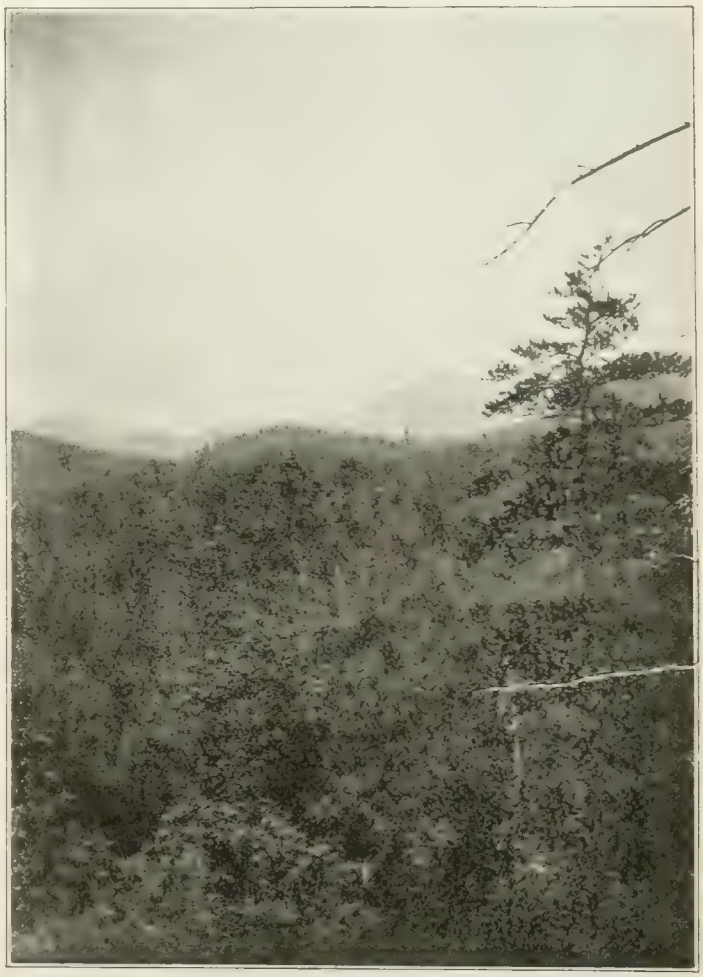
silver-bell tree. Among the more scattering but still valuable growths are white pine, short-leaf yellow pine, the river and paper birches, sassafras, dogwood, persimmon, holly, black locust, beech, yellow-flowered cucumber, red and black gums, sourwood and gopherwood. The original lower level growth, as well as a large part of it at the higher altitudes, is magnificent both in size and physics. This is notably true of the splendid yellow poplar, the red oaks, the chestnut and the hemlock. Both the white pine and yellow pine growths are of rather ordinary character from a commercial viewpoint, and produce very little save good common lumber. The spruce which abounds on many of the tops of the mountains is of high value, chiefly on account of its availability for pulp and paper making purposes. The hemlock and chestnut oak bark and chestnut wood are of high utility for chemical purposes, and notably for the production of tannic acid for tanning purposes, and are very extensively utilized.

It must be borne in mind that the rapid change of altitude in this region materially alters the complexion of the forest. The oaks, poplar, chestnut and gum forests in their richest growth prevail on the lower levels, and the lands bearing them have been largely denuded. Higher up on the slopes still remains a wonderful variety of high type forest trees, which are constantly increasing in value with the progressing extinction of American forests. The deep coves of the higher altitudes still contain a comparatively large quantity of yellow poplar, red birch, cherry, buckeye, basswood, chestnut, soft maple, silver-bell tree, hemlock, spruce and balsam but the larger quantity of the oaks, hickories, white pine and yellow pine does not grow on the higher levels.

A source of income of these native farmers is their live stock which in numbers is only about equal to the human population. This stock is allowed to range in the forest, especially on the open flats. (Incidentally a ''flat'' in the Southern Appalachians is any piece of land that does not have a slope of more than fifteen degrees.) This live



UPPER WHITEWATER FALLS, OCONEE COUNTY, SOUTH CAROLINA



MEIGS MOUNTAIN FROM ANDERSONROAD, SEVIER COUNTY, TENNESSEE

stock is confined largely to cattle, although some sheep and hogs are raised but the damage to the forest by even this limited number is very marked, and is second only in destructive importance to fire. The stock eats off the young growth, tramples and hardens the soil, mars bark and roots, and is a positive menace to tree reproduction over large areas.

A remarkable feature of this forest is its regenerative power, which is greater than in any other region in the eastern or northern states. This power of reproduction will enable the judicious forester to secure a valuable stand with little planting, as thinning alone will in most cases be sufficient to insure a new crop. If taken in hand promptly and this method of sylviculture applied to the remaining forest it will undoubtedly yield handsome returns.

Up to within a few years and even at the present time, choice timber was girdled and killed to make fields on which to produce corn costing a dollar a bushel, or to be grazed until worn out and gullied by erosion.

Roads

As one conceives an industrious people in the greater portion of the United States, the mountaineers of the lower Appalachians can not be regarded as particularly diligent. They may be described in the local vernacular as ''triflin''. Few work save when necessity compels them. Values are graduated to their wants. The mountaineer with fair supply of ''meat'' and a full ''poke'' of corn meal in his shack, is not likely to seek employment in the lumber camp, but with his stock of provisions exhausted he becomes a competent and willing worker until his food is replenished. Then he quits and goes fishing, hunts ''whistling pigs'', or sets bear traps. The women do the most of the cultivating of the corn and other field work on the farm. To illustrate the shiftless habits of the natives, it



AT THREE FORKS ON LITTLE RIVER RAILROAD

may be noted that the writer knew of a North Carolina farmer who laboriously felled timber and split rails to fence his corn patch for three successive years, and during each of the following winters, rather than go a quarter of a mile to secure dry fuel, burned his rails for firewood. This incident is typical of the nature and habits of the Appalachian mountaineer class.

This shiftlessness explains the wretched condition of roads in this country. They are roads in name only, and were originally trails. If a tree falls across one of them a new trail is made around it, rather than resort to the little labor required to chop out the old one. Hence distances are long in following a road or trail over the mountains. The soil is well adapted to the making of good roads, and a well built one lasts with very little repair for all time. Mountain roads that were substantially built more than a half century ago are still in a fair state of preservation, and little labor would maintain them as good highways. The logging railroads built by many lumbermen through this section will make the base for many equitably graded, high-class turnpikes, while the lines of branch roads, log slides and trail roads will make good branch roads. A few logging railroads have been built in the mountains that are of such a substantial character and of so much necessity to the transportation and development of the region, that they should be permanently maintained and electric power developed from the streams to operate them.

Details Congress Did Not Know

To revert to the statement made in the initial paragraph of this article in which it was suggested that Congress should not be accused of knowing what it was about in enacting a law that made possible the Appalachian Park: Here in this region are five million acres of comparatively low priced mountain land, of which approximately seventy-five per cent can still be regarded as timbered area, and fifty per cent essentially virgin. To fulfil the intentions and purposes of the bill it is not necessary that the government purchase the total acreage. In fact provision is made in the enactment that resident land owners shall not be disturbed in their possessions. Further, there is no provision that the government should purchase land unsuitable for park or re-forestry purposes.

To practically control the water system of this region, to regulate to a large extent the wasteful cutting of timber, to prevent or control the spread of forest fires, to make laws and enact them for the restocking of the forests with game and the streams with fish, would not necessarily require the government to purchase very much in excess of two million acres—if the selections are made with good judgment and discretion; and amendments to the present bill followed that would provide for a competent administration of the property; for fire protection, game protection and against unlawful trespass.

Two million well selected acres covering the larger portion of the higher altitudes, will include many deep coves, and streams far down the mountains, and embrace many rich acres of soil adapted only for timber growing purposes. These two million acres can probably be purchased for a sum well within the original amount named in the appropriation. How good a bargain the government can strike with owners is unknown, but it is safe to say that an individual could go into the market with cash and purchase two million acres of the best of these lands, suitable for the purposes recognized in the bill, for an average price of five dollars per acre or a total sum of ten million dollars. This price is made possible, when it is understood that the government accords to vendors the privilege of removing, under approved cutting regulations, the stand of saw timber now on the lands that is twelve inches or more in size, according a considerable time for this removal. Further it conserves to vendors the mineral rights on the properties. The present salable value of a considerable portion of these properties is from twenty to thirty dollars per acre including the timber and minerals.

Present Land Owners' Unenviable Situation

Very largely, the present owners of the usually quite large blocks of land involved in this proposed park area, are in no enviable position. The great mass of these lands was purchased for its timber. Reference has been made in this record, covering the history, character and habits of the local inhabitants, almost wholly squatter titleholders. They look with no friendly eye upon the individual who "makes title" to the thousand of acres surrounding their little shack and patch of corn land. For a century they have been accustomed to regard the entire mountain country as their own. They have herded their cattle there; they have hunted, trapped and fished to their hearts' content; they have stripped the bark off a poplar tree worth a hundred dollars to make a shelter for the night; they have chopped a slab out of a curly ash or figured walnut for a gun stock. In their minds the mountain forests were nobody's property



QUILL ROSE, NOTED MOUNTAINEER, SWAIN COUNTY, NORTH CAROLINA

and belonged to them as much as to anyone. Hence they resent the incursions of lumbermen, and the attempts to protect the remaining stand of trees. They set fire to the mountain sides in early spring, and destroy not only the young growth but injure the mature trees, for the sake of securing a little early grass to feed their dozen or or score of half starved cattle; or for revenge for some real or fancied injury set fires wantonly. They pay no heed to laws for closed seasons for hunting and fishing. This attitude is brought about through ignorance rather than an inherent malignant disposition. Very few can read or write, and school houses are almost unknown.

It is practically an impossibility for lumbermen to safely practice re-forestry or forest conservation on this property. Under existing state of affairs they are only warranted in entering upon their holdings, taking out the most valuable timber quickly, and with as much profit as possible, and then letting the region become fire-swept and devastated. Repeated efforts on the part of big broad-gauged and public spirited business men have been made to lumber their properties by taking out only the mature trees and leaving the young growth for future cutting, but their attempts thus far have been marked by failure. In many instances these lumbermen have also had iniquitous taxation to fight; local administrations, figuring that these men were located in this country for only a brief period, have made them pay smartly for their residence.

Hence, as evidenced by the present situation, there is no hope of commercial success in re-forestry pursuits in the lower Appalachians by the individual, but when the government of the United States steps in and purchases two million acres of it, puts into practice strict laws governing the setting of fires, strict laws preventing trespass, makes closed seasons for the protection of game and fish, then there will come a time when the protection of two million acres of the total



A MOUNTAINEER'S GRIST MILL, SWAIN COUNTY, NORTH CAROLINA



WATER POWER SAWMILL, BLOUNT COUNTY, TENNESSEE

of five million will insure the protection of the entire area. Of necessity fire prevention laws will be enacted that shall apply to the entire state in which these properties are situated, and the enforcement of this regulation in the government's park alone will secure fire immunity in the entire region, and fire protection is about all this section needs to prevent erosion and stream and land destruction.

Factors of Timber Growth

Apropos of this park project it is pertinent to analyze the factors that contribute to tree growth. The essentials to this end are suitable soil, rainfall and proper latitude or compensating altitude. These factors, combined with the proximity to market, constitute the basis for analyzing and determining timber-land values. The evidence presented in this article points beyond question to the fact that the soil of the lower Appalachian region is remarkably fertile, and especially adapted for the growing of the widest variety of forest trees that exist on the American continent. The data presented shows beyond peradventure that this region has a heavier rainfull than any other section of the United States save the Pacific Northwest. Its mean altitude places it in the same temperate zone as the northern portion of the United States. Its geographical location is within three hundred miles of the center of population of this country, and good markets are close at hand. Considered as a pleasure and health resort, it is within twenty-four hours rail journey from the principal cities east of the Mississippi.

The experts of the Forest Service, who for years have made tree measurements for the purpose of ascertaining the yearly accretion of tree growth in the forests of the country, generally agree on the proposition that it is safe to count on an annual accumulation of wood fiber in growing forests of one hundred feet per acre per annum. If this be true of the average forest, and the estimate is undeniably low, it is very safe to assume that if the mature trees are carefully taken out of the existing timber area in the lower Appalachians, an annual accretion of a minimum of two hundred feet per acre can safely be calculated on.

The history of stumpage values during the last quarter of a century in the United States, makes it equally safe to estimate a probable increase in the annual value of timber of eight per cent. Assuming then that the United States in its purchase of these lands for the Appalachian Park secures only a thousand feet of timber per acre, when as a matter of fact it will secure three times that quantity, it is a sane proposition to figure that the park purchase means, outside of the original idea embraced in the bill (the protection of the streams covering a large area of the country), it will be an immensely profitable undertaking. Figuring stumpage values at even five dollars a thousand feet, two hundred feet annual accretion means twenty per cent annual profit on the cost of the property. Furthermore it is reasonably certain that stumpage, owing to the dimunition of timber supply, will keep up its record of increased value of eight per cent annually. This makes a total gross profit on the investment

of twenty-eight per cent per annum, but for the sake of quick figuring, say it will be only twenty-five per cent per annum, under good management the government should have an annual gross income from its ten million dollar investment, of two million five hundred thousand dollars. This is a sum sufficient to pay for administration, protection and constant improvement of the property, and leave a remarkably handsome margin of profit besides. Recall the fact that this is outside of the purposes for which the park is being created.

As a business venture it looks like one of the best enterprises that was ever entered upon by this country. Congress has actually and unwittingly blundered into a remarkably wise and profitable piece of legislation.

Lumber Marketing Possibilities

A recent issue of HARDWOOD RECORD contained an interesting discussion of the place of the wholesaler, which endeavored to prove that the millman should attend to his knitting and devote his energies to manufacturing, letting the wholesaler solve his sales problems, to which he in turn is giving his entire attention. The argument was logical and in many respects convincing.

As a matter of fact, the wholesaler has been able to maintain a place in nearly every business chiefly for that reason, as well as the fact that he is a convenience for the consumer. The middleman is not being kept alive by the producer and the consumer merely because they are anxious to increase the sales price or lessen the profit to the manufacturer. It is only because he is performing a service which is worth while to everybody concerned that he is permitted to play a part in the business drama.

If the consumer could get exactly what he wanted as quickly and as conveniently from the producer, the chances are that the jobber would cease to be as important as he now is. However, the facts that he establishes himself in the consuming markets so that users are closely in touch with him and he with them, and his ability to draw from many sources so as to be able to supply the needs of the user more quickly than if the latter were compelled to deal with each individual millman, and his knowledge of credits, which enables him to sell with less likelihood of loss than if the producer, attempting long distance analysis of credit ratings, were to handle the business, are responsible for the wholesaler being in the business, and suggest that he will continue for a long time to come.

Probably the biggest single reason for his existence and the strongest support of his permanence is the financial weakness of many small concerns which are operating mills. The wholesaler is frequently big enough to finance such operations, and it would be folly for the sawmill man to endeavor to go out into the markets and sell to consumers. He cannot wait to sell; someone must come to him and buy, so that he may have the necessary resources upon which to draw in the operation of his plant. In the same category falls the small mill which does not produce enough lumber of one dimension or grade to be able to sell in sufficient quantities to interest the purchaser. The wholesaler buys his entire output, yarding it and sorting it so as to meet the needs of the market.

This does not mean, however, that the wholesaler is indispensable to everyone, and that the function of manufacturing should be divorced from that of selling in every instance. If the producer is strong enough and big enough to take care of the demands of the consuming trade, there is no reason why he should not do so. As a matter of fact that is what is being done, and the mere fact that the wholesaler is already in the field, prepared to solicit business of the user and to enable the millman to move his stocks more quickly, possibly, than he is already doing, is not necessarily a final argument in deciding a matter of policy.

Such a manufacturer not infrequently must sell at the price paid by the consumer, and eliminate the margin which goes to the wholesaler, in order to conduct his business profitably. Having a large organization, with overhead expenses much greater, proportionately, than those of the small millman, his lumber must sell at the top price if he is to pay dividends on his stock. And the wholesaler, on the other hand, is looking for the cheapest lumber, quite naturally, inasmuch as only by getting the cheapest can he meet the price of the manufacturer who sells direct and who has the initial advantage of having reduced the number of hands involved in the distribution process. By cheapest one does not necessarily mean the poorest lumber, but lowest in price. The little mill, which is paid for its lumber as soon as it is made, can and does sell at a lower price than the big fellow, and this is the class from which the wholesaler must draw, in most cases.

Most of the expenses of the wholesaler are duplicated by the manufacturer who sells direct. Keeping a man on the road these days is a pretty expensive proposition, and maintaining a salesman in every large market, as some of the larger houses have found necessary, amounts to selling through a wholesaler in each market, the expenses and salary of the direct representative taking the place of the wholesaler's profit. Those which prefer this method evidently believe that the expenses of their own men are less than the amount which would be absorbed by selling through the jobber or the broker.

As pointed out, the wholesaler necessarily looks hard at price, while the consumer is directly concerned with quality, and can be won as a permanent customer by the mill which gives him the kind of lumber he needs. Thus the mill which sells direct has the opportunity to build up trade of a stable and permanent nature, which is more desirable than sales to wholesalers, which almost inevitably must be made on the basis of price.

Getting back to the real question, though, there are many concerns which are neither small enough to be classed with those who require the services of the wholesaler as a clearing-house through which to move their product, nor yet are large enough to organize an efficient sales department, which can study the markets closely and dispose of the production in the most efficient and economical manner. The wholesalers can buy more cheaply than they are willing to sell, and the larger manufacturer can sell to better advantage than they can, because he is moving a bigger volume with a smaller average expense.

A manufacturer whose company is capitalized at $150,000, and who believes that he falls in between the two classes referred to, proposed not long ago that a central sales office be created by his own company and three others in his city. He is producing plain oak exclusively; another manufacturer specializes in quartered oak; the third is a large manufacturer of poplar and the other has a mill which manufactures gum almost exclusively. Each had a man or two on the road at intervals, and was trying to reach the consuming trade independently. All had found this course expensive, because of the relatively small output, and difficult, because the salesmen were trying to cover too large a territory and had inadequate knowledge of the consumers' wants.

"Let us get together," he suggested, "and put our sales in the hands of one man, who shall be selling agent for us all. He will be on salary, of course, and will sell my plain oak, Smith's quartered, Brown's poplar, and Jones' gum. He can go into the office of the consumer and offer him a big block of anything he wants. Unlike our salesmen, he will not have to confine his efforts to one item, nor frequently, on account of stocks being low, be unable to fill an order for anything except his specialty, but he can take care of any business which offers itself. We will be able to get better results, because we shall have somebody handling sales who will be studying selling and sales methods only; and we ought to be able to sell more cheaply than at present, because we will have one set of expenses instead of four."

The idea struck the other manufacturers as being something that was desirable, if it turned out to be practicable. They have not yet agreed to go into the plan, and the matter of the division of expense, the disposition of other kinds of lumber than those listed as specialties, and other matters of the kind are still under discussion. The expenses, it has been agreed, must be shared in proportion to sales; smaller lots can be sold by the central organization at a charge similar to that of the brokers, and fixed beforehand, and most of the other details can also be taken care of. The big question just now is whether it is necessary to merge the identity of the producers under the name of the sales organization, or let the selling office represent each individual producer in turn. The former plan appears to be the more practicable.

G. D. C., Jr.



Cost Accounting in the Sawmill



Determining the cost of production of a given grade of lumber is a problem which most sawmill men have given up in disgust. As a matter of fact, it is an impossible proposition although in practice it must be treated, for purposes of bookkeeping if for no other reason. Though the method used be arbitrary, there is need for hitting upon one which will coincide with the facts as closely as possible.

There can be little doubt that there are many errors in keeping track of sawmill expenses and the cost of production of lumber. In fact, a large concern which operates a sawmill and appears to be fairly prosperous admits that its books show a loss of something like $7,500 a year on its manufacturing operations, and that this is made up for only in the sales department. The figures are gotten by fixing a scale of prices, adopted several years ago, upon the output of the mill and comparing the total valuation of the lumber, appraised in this way, with the cost of production.

The fact that the concern can overcome this sizable sawmill loss after the lumber reaches the yard suggests that the scale of values used in appraising the product of the mill may be out of line. And yet the company believes that the figures are close enough to the market to warrant their use. If this is correct, the mill is losing enough money to make investigation of its operations mandatory, although it is conceded to be well managed and to be operated efficiently.

Getting back to first principles, it is obvious that the actual cost of production of one grade of lumber is the same as that of another. Thus the only absolutely correct basis upon which to figure cost is with reference to the log-run production. When it has been determined what the cost of manufacturing the lumber, log-run, is, a relation must be established between the values of the various grades to enable the sums of those values to equal the log-run total.

In other words, as a theoretical proposition, the millman must value his firsts and seconds, No. 1 common and No. 2 common lumber in such a way that when his production of those grades is figured at the end of a given period, their total will equal the cost of operating the mill. They will be a correct analysis of the cost of production, although, as stated, it can be only theoretical, and its correctness must depend upon the accuracy of the operator in fixing his arbitraries. These should be somewhere between the actual cost of production, on the one hand, and the market value, on the other, since to go outside of this range will immediately introduce error. However, if the arbitraries used are consistent, and the cost of production is greater than the value of the lumber thus turned out, there is evidently something wrong in the mill.

Another question which must be considered in connection with production costs is the value of the logs which are used. If the log buyer is successful in getting the timber at a good price, the profit shown by the transaction after the logs are delivered and graded should be credited to the log department and not to the mill; and on the other hand a poor lot of logs should go into the mill at their actual value, even though a higher price was paid for them. Thus if a lot of logs is bought for a lump sum, they should be valued before being manufactured as a means of preventing either the skill of the buyer or his failure to secure good material from entering into the apparent results of the operation of the mill.

The production of given lots of logs should be determined, instead of manufacturing without knowledge as to the origin of the logs or attempting to check up the results of a given lot. There is a wide variation between the results of different days' work, some sawmill owners finding that it varies from as much as $150 loss to a profit of that amount. It is likely that the large amount of the variation depends entirely on the variation in the character of the timber, since the varying efficiency of labor is not likely to make as much difference as that.

Since there is so great a difference in the kinds of timber, it seems to be desirable, if not necessary, to number logs and get a close tab on the results of manufacturing them. Thus if the output of a given lot turns out to be deficient, there will be a guide as to purchases to be made in that section in the future, while the same consideration applies to unusually good results. Certainly good and bad should not be mingled indiscriminately, the mill-owner thus depriving himself of the knowledge which may explain a good day's run or suggest the reason for a bad one.

A rather effective method of keeping a check on the sawmill is to pay it for manufacturing the same rate which is paid custom sawmills. It is assumed that the custom mills are making money, since they would otherwise not work for the price charged, and the mill of the owner is compelled to produce on that basis, and make a profit, or an investigation is undertaken for the purpose of finding out the reason why. This saves the necessity for much analysis, since no reference is made to the value of the lumber produced. The only requirement is that the gross income from the log-run production shall be sufficient to show a profit on the investment, depreciation and maintenance expense, plus the cost of operating the mill. If that is done, the result is satisfactory. If not, the inevitable leak in the mill is looked for.

It is conceivable that a mill might make a good showing in this way when it would fail to show a profit where the value of the lumber produced was figured against the cost of the timber and the expenses of operating the mill. In fact, the method has so many advantages that, as a solution of the problem of handling the cost of production, it is to be recommended, especially for the concern which does not desire to increase the amount of clerical work which is necessary for the operation of anything like a real system for determining this factor.

If one were able to figure averages based on say ten years' experience and the production of hundreds of hardwood mills, it might be possible to determine the proportion upon which to base the arbitrary values given various grades. That is to say, if the actual results of manufacture were shown, a sufficient quantity being figured to eliminate unusual cases, it could be told with fair accuracy how much of each grade a given quantity of logs ought to produce. Knowing the proportions of each, and the market value of each grade, the percentage of the total value of the log-run production to which each grade is entitled might be determined.

Establishing proportions of this kind would be difficult, however, particularly as the character of timber manufactured is gradually becoming poorer, so that the proportion of upper grade lumber is becoming smaller and low-grade stock larger. But at the same time it would be a valuable aid in determining intrinsic values, compared with the present method, which consists of using market values as a base instead of the values established by the cost of production.

The Steel Car

It is doubtful if any commercial venture of kindred character has ever proven such a boomerang to all at interest as has the steel passenger car. The venture has cost the Pullman and other important companies millions of dollars without compensating returns. Railroad officials regard the steel passenger equipment as a menace to satisfactory passenger earnings, owing to the increased cost or haulage and the vast amount of damage claims, incident to steel car wrecks, that they are having to pay. It seems practically impossible for railroads to get sufficient motive power ahead of a steel passenger train to meet the schedules that were reasonably certain when they were hauling the older type of equipment. Of course, it is well known that there is increasing danger in mixed haulage of steel equipment and wooden steel-underframe cars, which has manifested itself repeatedly in sundry wrecks.

In an article in Harper's Magazine for August by that masterful and interesting English essayist, Arnold Bennett, sundry references are made to American steel car trains, from which we excerped:

The cars impressed rather than charmed me. I preferred, and still prefer, the European variety of Pullman. (Yes, I admit we owe it entirely to America!) And then there is a harsh, inhospitable quality about those all-steel cars. They do not yield. You think you are touching wood, and your knuckles are abraded. The imitation of wood is a triumph of mimicry, but by no means a triumph of artistic propriety. Why should steel be made to look like wood? * * * Fireproof, you say. But is anything fireproof in the United States, except perhaps Tammany Hall? Has not the blazing of fireproof constructions again and again singed off the eyebrows of dauntless firemen? My impression is that "fireproof," in the American tongue, is one of those agreeable but quite meaningless phrases which adorn the languages of all nations. * * *

I sat down in my appointed place in the all-steel car, and, turning over the pages of a weekly paper, saw photographs of actual collisions, showing that in an altercation between trains the steel-and-wood car could knock the all-steel car into a cocked hat! * * * The decoration of the all-steel car does not atone for its probable combustibility and its proved fragility. In particular, the smoking cars of all the limiteds I intrusted myself to were defiantly and wilfully ugly. Still, a fine, proud train, handsome in some ways! And the trainmen were like admirals, captains, and first officers pacing bridges; clearly they owned the train, and had kindly lent it to the Pennsylvania railroad. Their demeanor expressed a rare sense of ownership and also of responsibility. While very polite, they condescended. A strong contrast to the miserable European "guard."—for all his silver buttons! I adventured into the observation car, of which institution I had so often heard Americans speak with pride, and speculated why, here as in all other cars, the tops of the windows were so low that it was impossible to see the upper part of the thing observed (roofs, telegraph wires, tree foliage, hill summits, sky) without bending the head and cricking the neck. I do not deny that I was setting a high standard of perfection, but then I had heard so much all my life about American limiteds!

The limited started with exactitude, and from the observation car I watched the unrolling of the wondrous Hudson tunnel—one of the major sights of New York, and a thing of curious beauty. * * * The journey passed pleasantly, with no other episode than that of dinner, which cost a dollar and was worth just about a dollar, despite the mutton. * * *

We returned from Washington by a night train; we might have taken a day train, but it was pointed out to me that I ought to get into "form" for certain projected long journeys into the West. At midnight I was brusquely introduced to the American sleeping car. I confess that I had not imagined anything so appalling as the confined, stifling, malodorous promiscuity of the American sleeping car, where men and women are herded together on shelves under the drastic control of an official aided by negroes. I care not to dwell on the subject. * * * I have seen European prisons, but in none that I have seen would such a system be tolerated, even by hardened warders and governors; and assuredly, if it were, public opinion would rise in anger and destroy it. I have not been in Siberian prisons, but I remember reading George Kennan's description of their mild horrors, and I am surprised that he should have put himself to the trouble of such a tedious journey when he might have discovered far more exciting material on any good road around New York. However, nobody seemed to mind, such is the force of custom—and I did not mind very much, because my particular friend, intelligently foreseeing my absurd European prejudices, had engaged for us a state room.

This state room, or suite—for it comprised two apartments—was a beautiful and aristocratic domain. The bed chamber had a fan that would work at three speeds like an automobile, and was an enchanting toy. In short, I could find no fault with the accommodation. It was perfect, and would have remained perfect had the train remained in the station. Unfortunately, the engine driver had the unhappy idea of removing the train from the station. He seemed to be an angry engine driver, and his gesture was that of a man setting his teeth and hissing: "Now, then, come out of that, you sluggards!" and giving a ferocious tug. There was a fearful jerk, and in an instant I understood why sleeping berths in America are always arranged lengthwise with the train. If they were not, the passengers would spend most of the night in getting up off the floor and climbing into bed again. A few hundred yards out of the station, the engine driver decided to stop, and there was the same fearful jerk and concussion. Throughout the night he stopped and he started at frequent intervals, and always with the fearful jerk. Sometimes he would slow down gently and woo me into a false tranquility, but only to finish with the same jerk rendered more shocking by contrast.

The bed chamber was delightful, the lavatory amounted to a boudoir, the reading lamp left nothing to desire, the ventilation was a continuous vaudeville entertainment, the watch pocket was adorable, the mattress was good. Even the roadbed was quite respectable—not equal to the best I knew, probably, but it had the great advantage of well-tied rails, so that as the train passed from one rail length to the next you felt no jar, a bliss utterly unknown in Europe. The secret of a satisfactory "sleeper," however, does not lie in the state room, nor in the glittering lavatory, nor in the lamp, nor in the fan, nor in the watch pocket, nor in the bed, nor even in the roadbed. It lies in the mannerisms of that brave fellow out there in front of you on the engine, in the wind and the rain. But no one in all America seemed to appreciate this deep truth. For myself, I was inclined to go out to the engine driver and say to him: "Brother, are you aware—you cannot be—that the best European trains start with the imperceptible stealthiness of a bad habit, so that it is impossible to distinguish motion from immobility, and come to rest with the softness of doves settling on the shoulders of a young girl?" * * * If the fault is not the engine driver's, then are the brakes to blame? Inconceivable! * * * All American engine drivers are alike; and I never slept a full hour in any American "sleeper," what with stops, starts, hootings, tollings, whizzings round sharp corners, listening to the passage of freight trains, and listening to haughty conductor-admirals who quarreled at length with newly-arrived voyagers at 2 or 3 a. m.! I do not criticize, I state. I also blame myself. There are those who could sleep. But not everybody could sleep. Well and heartily do I remember the moment when another friend of mine, in the midst of an interminable scolding that was being given by a nasal-voiced conductor to a passenger just before the dawn, exposed his head and remarked: "Has it occurred to you that this is a sleeping car?" In the swift silence the whirring of my private fan could be heard.

I arrived in New York from Washington, as I arrived at all my destinations after a night journey, in a state of enfeebled submissiveness, and I retired to bed in a hotel. And for several hours the hotel itself would stop and start with a jerk and whiz round corners.

For many years I had dreamed of traveling by the great, the unique, the world-renowned New York-Chicago train; indeed, it would not be a gross exaggeration to say that I came to America in order to take that train; and at length time brought my dream true. I boarded the thing in New York, this especial product of the twentieth century, and yet another thrilling moment in my life came and went! I boarded it with pride; everybody boarded it with pride; and in every eye was the gleam: "This is the train of trains, and I have my state room on it." Perhaps I was ever so slightly disappointed with the dimensions and appointments of the state room—I may have been expecting a whole car to myself—but the general self-conscious smartness of the train reassured me. I wandered into the observation car, and saw my particular friend proudly employ the train telephone to inform his office that he had caught the train. I saw also the free supply of newspapers, the library of books, the typewriting machine, and the stenographer by its side—all as promised. And I knew that at the other end of the train was a dining car, a smoking car, and a barber shop. I picked up the advertising literature scattered about by a thoughtful company, and learned therefrom that this train was not a

mere experiment; it was the finished fruit of many experiments, and that while offering the conveniences of a hotel or a club, it did with regularity what it undertook to do in the way of speed and promptness. The pamphlet made good reading! * * *

I noted that it pleased the company to run two other very important trains out of the terminus simultaneously with the unique train. Bravado, possibly; but bravado which invited the respect of all those who admire enterprise! I anticipated with pleasure the noble spectacle of these three trains sailing forth together on three parallel tracks; which pleasure was denied me. We for Chicago started last; we started indeed, according to my poor European watch, from fifteen to thirty seconds late! * * * No matter! I would not stickle for seconds: particularly as at Chicago, by the terms of a contract which no company in Europe would have had the grace to sign, I was to receive, for any unthinkable lateness, compensation at the rate of one cent for every thirty-six seconds! Within a quarter of an hour it became evident that that train had at least one great quality—it moved. As, in the deepening dusk, we swung along the banks of the glorious Hudson, veiled now in the vaporous mysteries following a red sunset, I was obliged to admit with increasing enthusiasm that that train did move. Even the persecutors of Galileo would never have had the audacity to deny that that train moved. And one felt, comfortably, that the whole company, with all the company's resources, was watching over its flying pet, giving it the supreme right of way and urging it forward by hearty good-will. One felt also that the moment had come for testing the amenities of the hotel and the club.

"Tea, please," I said, jauntily, confidently, as we entered the spotless and appetizing restaurant car.

The extremely polite and kind captain of the car was obviously taken aback. But he instinctively grasped that the reputation of the train hung in the balance, and he regained his self-possession.

"Tea?" His questioning inflection delicately hinted: "Try not to be too eccentric."

"Tea."

"Here?"

"Here."

"I can serve it here, of course," said the captain, persuasively. "But if you don't mind I should prefer to serve it in your state room."

We reluctantly consented. The tea was well made and well served.

In an instant, as it seemed, we were crossing a dark river, on which reposed several immense, many-storied river steamers, brilliantly lit. I had often seen illustrations of these craft, but never before the reality. A fine sight—and it made me think of Mark Twain's incomparable masterpiece, "Life on the Mississippi," for which I would sacrifice the entire works of Thackeray and George Eliot. We ran into a big town, full of electric signs, and stopped. Albany! One minute late! I descended to watch the romantic business of changing engines. I felt sure that changing the horses of a fashionable mail coach would be as nothing to this. The first engine had already disappeared. The new one rolled tremendous and overpowering toward me; its wheels rose above my head, and the driver glanced down at me as from a bedroom window. I was sensible of all the mystery and force of the somber monster; I felt the mystery of the unknown railway station and of the strange illuminated city beyond. And I had a corner in my mind for the thought: "Somewhere near me Broadway actually ends." Then, while dark men under the ray of a lantern fumbled with the gigantic couplings, I said to myself that if I did not get back to my car I should probably be left behind. I regained my state room, and waited, watch in hand, for the jerk of restarting. I waited half an hour. Some mishap with the couplings! We left Albany thirty-three minutes late. Habitués of the train affected nonchalance. One of them offered to bet me that "she would make it up." The admirals and captains avoided our gaze.

We dined, à la carte; the first time I had ever dined à la carte on any train. An excellent dinner, well and sympathetically served. The mutton was impeccable. And in another instant, as it seemed, we were running, with no visible flags, through an important and showy street of a large town, and surface cars were crossing one another behind us. I had never before seen an express train let loose in the middle of an unprotected town, and I was naïf enough to be startled. But a huge electric sign—"Syracuse bids you welcome"—tranquilized me. We briefly halted, and drew away from the allurement of those bright streets into the deep, perilous shade of the open country.

I went to bed. The night differed little from other nights spent in American sleeping cars, and I therefore will not describe it in detail. To do so might amount to a solecism. * * *

Remembering in my extreme prostration that I was in a hotel and club, and not in an experiment, I rang the bell, and a smiling negro presented himself. It was only a quarter to seven in Toledo, but I was sustained in my demeanor by the fact that it was a quarter to eight in New York.

"Will you bring me some tea, please?"

He was sympathetic, but he said flatly I couldn't have tea, nor anything, and that nobody could have anything at all for an hour and a half, as there would be no restaurant car till Elkhart, and Elkhart was quite ninety miles off. He added that an engine had broken down at Cleveland.

I lay in collapse for over an hour, and then, summoning my manhood, arose. On the previous evening the hot-water tap of my toilet had yielded only cold water. Not wishing to appear hypercritical, I had said nothing, but I had thought. I now casually turned on the cold-water tap and was scalded by nearly-boiling water. The hot-water tap still yielded cold water. Lest I should be accused of inventing this caprice of plumbing in a hotel and club, I give the name of the car. It was appropriately styled "Watertown" (compartment E).

In the corridor an admiral, audaciously interrogated, admitted that the train was at that moment two hours and ten minutes late. As for Elkhart, it seemed to be still about ninety minutes away. I went into the observation saloon to cheer myself up by observing, and was struck by a chill, and by the chilly, pinched demeanor of sundry other passengers, and by the apologetic faces of certain captains. Already in my state room my senses had suspected a chill; but I had refused to believe my senses. I knew and had known all my life that American trains were too hot, and I had put down the supposed chill to a psychological delusion. It was, however, no delusion. As we swept through a snowy landscape the apologetic captains announced sadly that the engine was not sparing enough steam to heat the whole of the train. We put on overcoats and stamped our feet.

The train was now full of ravening passengers. And as Elkhart with infinite shyness approached, the ravening passengers formed in files in the corridors, and their dignity was jerked about by the speed of the icy train, and they waited and waited, like mendicants at the kitchen entrance of a big restaurant. And at long last, when we had ceased to credit that any such place as Elkhart existed, Elkhart arrived. Two restaurant cars were coupled on, and, as it were, instantly put to the sack by an infuriated soldiery. The food was excellent, and newspapers were distributed with much generosity, but some passengers, including ladies, had to stand for another twenty minutes famished at the door of the first car, because the breakfasting accommodation of this particular hotel and club was not designed on the same scale as its bedroom accomodation. We reached Chicago one hundred and ten minutes late. And to compensate me for the lateness, and for the refrigeration, and for the starvation, and for being forced to eat my breakfast hurriedly under the appealing, reproachful gaze of famishing men and women, an official at the La Salle station was good enough to offer me a couple of dollars. I accepted them. * * *

An unfortunate accident, you say. It would be more proper to say a series of accidents. I think "the greatest train in the world" is entitled to one accident, but not to several. And when, in addition to being a train, it happens to be a hotel and club, and not an experiment, I think that a system under which a serious breakdown anywhere between Syracuse and Elkhart (about three-quarters of the entire journey) is necessarily followed by starvation —I think that such a system ought to be altered—by Americans. In Europe it would be allowed to continue indefinitely.

Beyond question my experience of American trains led me to the general conclusion that the best of them were excellent. Nevertheless, I saw nothing in the organization of either comfort, luxury, or safety to justify the strange belief of Americans that railroad traveling in the United States is superior to railroad traveling in Europe. Merely from habit, I prefer European trains on the whole. It is perhaps also merely from habit that Americans prefer American trains.

A Big Job

The Forest Service has undertaken a big contract in starting to raise a grove of redwood in the Tahoe National Forest in California. The planting site is about thirty-four miles northwest of the most northern existing grove of redwood. It is on a moist flat not far from Nevada City, about 27,000 feet above sea level. The first seeding was done in the fall of 1910 with successful results, and last fall an additional area was seeded.

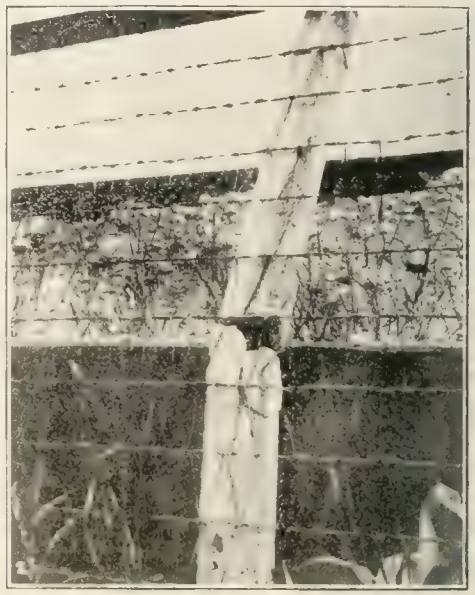
The flourishing condition of the young seedlings gives reason to anticipate a future growth of Bigtrees at this point. With the protection of the forests from fire, there seems to be no reason why the Bigtrees should disappear, even though scientists regard them as survivors of a past age, botanically speaking. Even with the success of the seed planting assured, the trees that have been cut can never be reproduced as they were in some instances four or five thousand years old.

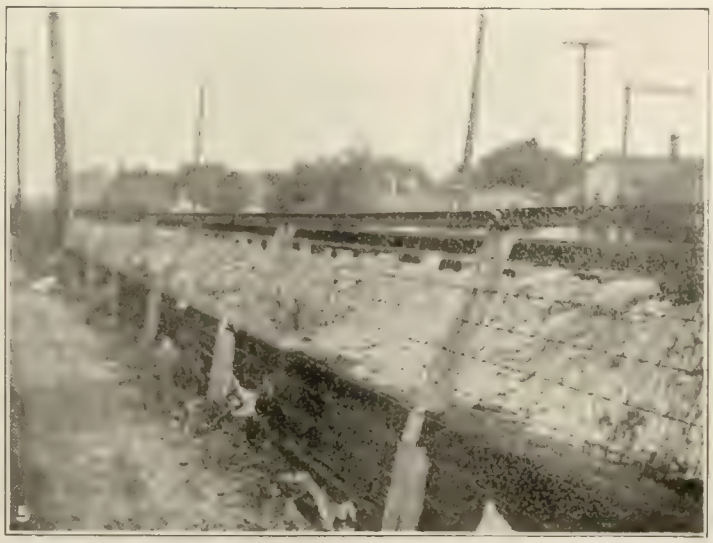
The Inadequacy of Concrete

In connection with this article are shown five illustrations which speak for themselves. Without any detailed explanation they would serve very well to illustrate the impracticability of ideas which so often is apparent on the part of those persons expounding the high qualities of wood substitutes. HARDWOOD RECORD has from time to time pointed out various instances in which substitute materials of various kinds have proven themselves in every way inadequate. In steel car construction, in fireproof building construction, in the manufacture of office furniture, interior trim and in numerous and varied other lines of manufacture substitutes have gained considerable headway. While of course it is true that in many instances substitutes for wood of certain characters are better adapted for specific purposes, the perpetrators of substitutes have made grave errors in endeavoring to cover too broad a field.



The use of concrete construction of various kinds has commanded universal attention only during the last few years. Concrete as a material for underground work and ordinary rough heavy construction, such as foundations and retaining walls, has been in use for a long time, but it was only with the introduction of the steel reinforcement that its use in so varied a line of work has been attempted. The result of this exploitation has been that the material has been brought to ridicule in hundreds of cases. Imaginative architects enthusiastic over the supposed high qualities of this material for all purposes have specified its use in places for which it had absolutely no qualities which would recommend it. It is true that in certain cases where concrete has been specified and has not lived up to its requirements, this condition was not directly the fault of the architect's specifications, but here comes to light another feature of this type of construction which in itself makes it extremely dangerous, and which has been responsible for a great deal of reactionary sentiment regarding its use. In other words, there are so many chances for faulty mixing and installation of concrete that the builder of a concrete building is not at all certain after having moved in that it will not fall down in the course of a few months.





The accompanying pictures were taken along the lines of the Northwestern Elevated railroad running from Chicago to Evanston, Ill. These posts were installed about a year and a half ago in connection with a large amount of concrete retaining wall work done in the vicinity. The pictures were taken from the roadway running between the elevated tracks and a team track connected with the Northwestern railroad. The roadway is about twenty-five feet in width, just about giving room for a team to turn around and back up to the car. Evidently the architect specifying this type of post paid no attention whatever to this feature. If he had, he certainly would have realized that concrete posts as shown, could not possibly be expected to stand up under the constant bombardment of heavy trucks and wagons backing into them as they were loaded or unloaded at the





freight cars. This, however, was but one contributing feature. It will be seen that the fence is very close to the elevated tracks. A remarkable vibration was noticed with the passing of every elevated train, and it required only that a small crack be started by a wagon backing into the post in order that further deterioration should result from this vibration.

While the very principle of using concrete in this position reflects seriously on the judgment of the architect specifying it and shows that the wisdom of its use is very often subject to doubt, there are other contributing causes to the failure of the posts. In picture No. 4 the reinforcing used can be fairly well seen. It would appear that anyone with good judgment would have specified four or five steel rods of probably half an inch in diameter for posts of this size. Instead four narrow strips of steel, about a sixteenth of an inch in thickness and not more than half an inch in width, were placed in the posts. This reinforcing was evidently rusty before its installation. It hardly seems that any architect of experience in concrete work would permit of such a decidedly flimsy method of reinforcing when it is a known fact that reinforcement in concrete work supplies a large percentage of its strength.

Picture No. 2 shows very plainly the way in which the fracture followed down along the reinforcing. The vertical crack is seen directly behind one of the reinforcing bands. In picture 3 the way in which the posts were fractured is plainly seen. At the bottom there will be noticed a three-inch plank coming out beyond the main bulkhead and against which the posts were set. With the long leverage above this plank it can be very clearly understood that it would require but a slight jar against the post to fracture such a rigid material as concrete. That is exactly what happened, and practically every post in the fence at a distance of a couple of hundred yards is broken at the same point. Is there any doubt as to how wooden posts would have performed under similar conditions? It will also be seen from the various pictures that all the posts are broken off at the top of the main bulkhead. Of course with the fracture at the bottom the posts naturally leaned over against the boards, and a slight pressure at the top was all that was necessary to make the second break.

An examination of the concrete itself revealed the fact that its ingredients were very poorly mixed and apparently entirely out of proportion. With concrete of this sort to deal with, a small fracture is all that is necessary to start deterioration.

Picture No. 1 shows one of the posts slightly bent over against a telegraph pole. It is evident from this picture that very little bending was necessary to fracture the post originally, as there was not more than three-quarters of an inch of space originally between the iron rail at the top, and the telegraph pole. The fracture in the concrete post is very evident—another proof of the non-resilient qualities of concrete and its uselessness for such purposes.

Picture No. 5 illustrates comprehensively the way in which the entire fence leaned over against the bulkhead.

A more striking contradiction of the claims made by those interested in the advancement of the cause of concrete could not be found than this series of photographs. In talking with teamsters who have been driving on the roadway next to the fence, they laughed at the ease with which the posts were cracked, and expressed their contempt for the idea of placing concrete posts in such an exposed position.

It needs no argument to show that wooden posts under these conditions would have sufficient elasticity to retain their position and to resist the shock received from wagons backing into them. It would require a great deal more force than could be administered by a team backing up under ordinary conditions to crack a locust, chestnut, catalpa or any other ordinary fence post of a size corresponding to the size of the concrete post installed. These were approximately 3″x5″ and of a rather odd shape. The cost of installing them, figuring in the steel work and the accessories necessary to hang the fence, was considerably in excess of what ordinary wooden posts would have cost under the same conditions.

This article is not designed to prove that concrete is a worthless building material. It has been claimed by its exponents that it is adapted to any use in building. It has been touted as a universal substitute for wood under any and all conditions and their declarations have gained a wide attention. However, fortunately the very grossness of their exaggerations is reacting against them and in no instance has it been more favorable to wood than in this case.



Hardwood in the Retail Yard



There is much more hardwood handled through the retail yard now than there used to be, and there may be considerably more if manufacturers of hardwood will study the trade and cater to it. This applies not merely to the woods used for siding and outside trim, such as poplar and gum in the South and basswood in the North, but to hardwood for interior trim and for planing mill work. More of the latter has been used, partly because the majority of retail yard men have put in planing mill equipment, and partly because the public is calling for hardwood. The point has been reached in the retail lumber business where practically every man in it finds it necessary to operate some planing mill machinery.

While visiting a newly equipped small planing mill and stock shed recently, the writer noticed that about a fourth of the planing mill stock shed was given over to storing hardwoods for mill use. That particular retailer was decidedly progressive and knew the full possibilities of his business for he had all the hardwood sorted for widths and lengths. The stock consisted mostly of oak, the mill being located in the South. A northern mill would probably have been stocked up on birch. The advantage in this method of storing is obvious—if a board of given size is required no piles need be torn down and built up again, for it can be gotten at once and without trouble. Further, the lumber is kiln-dried and ready for use when it is put in.

When the retailer was asked about this feature, and if he were able to buy that oak direct from the mill kiln-dried and ready for use, he said he could not but that he had bought the stock and shipped it to a neighbor in town who owned a dry-kiln, and had it dried before putting it in stock. He explained further that he didn't know where to get stock kiln-dried at the mill, and that he did not feel justified in maintaining a kiln himself, as his concern does only a limited amount of work. His plan is to buy all the material he can use already worked to shape, and simply do the odd and special work in the mill, which is small compared to his retail yard and the amount of retail business done.

To properly take care of this kind of trade, the millman making oak in the South should not only be equipped to kiln-dry the lumber, but he might go further and fare better by putting in a machine or two so as to make oak casing and base to popular patterns and get retailers to carry it in stock the same as they do pine, and as they are beginning to do in birch. Then if the millman wants to work some of his low-grade oak into flooring, it gives him a chance to drive a trade in mixed cars to the retailer, probably consisting of some dry stock to be carried rough for his own millwork, some dressed casing and base, and some flooring. There is a good field here—a field that may not look big in individual cases, but which collectively is very desirable. It is a market from which the oak millman can get more trade if he will go after it right. Trying right in this case "sounds like" dry-kilns and a planer at the hardwood mill, a thing that many in the trade have probably been avoiding too long.

The True Mora of British Guiana

There are several tropical American woods commonly known as mora, but the one to which attention will be called here is the majestic mora of British Guiana. Botanists call it *Dimorphandra mora* (Benth) and place it within the same group of plants as our black locust. The mora has been called most appropriately the king of the forest, as it forms a gigantic timber tree often growing to the height of from one hundred and thirty to one hundred and fifty feet and attains a trunk diameter of from eight to ten feet. It sometimes reaches a height of nearly two hundred feet, but when it is as large as this the tree generally has a hollow trunk at the base. The trunks are branchless frequently nearly to the top; logs three to four feet square and nearly one hundred feet long are obtainable exclusive of sap-wood. Chief among the trees which in height and circumference vie with mora are the greenheart (*Nectandra rodiæ*—Schomb) and the West Indian locust (*Hymenæa courbaril*—Linn). The latter is a tree which grows to an enormous size, frequently attaining a height of from sixty to eighty feet to the first branches and with a diameter of from eight to ten feet.

The mora is remarkable not only for its height, but also for its tabular buttresses which are of an enormous size. In this respect the tree resembles the common silk-cotton tree or ceiba (*Eriodendron anfractuosum*—D. C.), of the West Indies. These buttresses or excrescences are sometimes so completely decayed in very old and overmatured trees as to represent wooden caverns upward of sixteen feet high and sufficiently large in other dimensions to house fifteen persons without exposing them to the influences of the weather. Although the mora is interesting at all periods of the year, it presents the most pleasing appearance during the time it is in flower; the beautiful dark green leaves contrast very strikingly with the snowy white blossoms. It would be impossible to pass the tree in the forest without admiration, even if it had no other qualification to recommend itself. The trunk is usually very rugged and clothed with epiphytes, characters quite common in the tropical forests. The bark is about a quarter of an inch thick, very even and uniform throughout, of a dull-brown color, with occasional patches of white epidermis.

The mora is found growing gregariously in rather swampy ground in British Guiana and in the islands of Trinidad. It is one of the few trees of the tropical forests which grow together in large masses almost to the exclusion of every other kind. The mora is said to attain its best development and to grow more abundantly along the Barima river than in any other part of British Guiana. It is also abundant in several other localities, particularly along the Moraballi creek, Essequebo river, the Issoorooroo creek and upper Pomeroon river. There are three varieties of mora, known as the red mora, white mora and the morabucquia. The first two grow in swamps and near the rivers and creeks. Both are very durable woods and are probably of the same species. Morabucquia on the contrary grows in high situations in clayey, rocky soil, and is not a durable wood. It is not likely that true mora will be confounded with morabucquia, which is a somewhat similar wood, but in the forest the latter can easily be distinguished by its red and leathery bark. Morabucquia is an entirely different species and has not been described botanically.

The wood is of a chestnut brown or red color, hard, heavy, tough, strong, and generally straight in the grain, but occasionally has a twist or waviness in the fiber, which imparts to the logs possessing it a beautifully figured appearance, giving them much additional value. It is a handsome wood, but is somewhat marred by long lines of a whitish secretion contained in the rather large pores. As it takes a good polish, it is sometimes utilized as a substitute for rosewood or for the darker grades of true mahogany in cabinet-making, and is employed extensively for many purposes in the arts. It is exceedingly tough and close-grained, and is now being imported into England and occasionally into this country in considerable quantities for use in ship and boat building. The imports of this wood into England from British Guiana are increasing considerably. One of the most valuable properties is its nonliability to splinter, even rivaling oak in this respect, being, in fact, one of the toughest woods known. Its outstanding merits are remarkable durability, a particularly high breaking strain, exceptional strength, an average specific gravity of about .915 (about fifty-seven pounds per cubic foot), and a practically unlimited power of resisting the action of water. Mora contains an oily or glutinous substance in its pores, which is probably conducive to its durability. It is considered by the most competent judges to be superior, in some properties, to oak and African teak (*Oldfieldia africana*—B. & H.) and to vie in every respect with Indian teak (*Tectonia grandis*).

It splits fairly evenly, saws with considerable difficulty, planes very well and smoothly, but slowly. It is hard to turn, and will not cut to a smooth surface. The chisel has to be held in a position so that it scrapes instead of cuts in order to produce a smooth surface; the wood will then turn to a quite smooth and shiny finish. It polishes very well and without trouble, on account of the closeness of its grain. It is so uncommonly close-grained that it scarcely gives room for a nail when driven into it. A number of writers ascribe to this wood unstinted praise and various reports commend it for its qualities, the chief of which are resisting dry rot and not splintering when used in war vessels.

Mora has won for itself, by its exceptionally fine qualities, special distinction in many building circles, notably in the sphere of naval and marine construction. It is used largely for various engineering and constructional purposes in harbor works, railway trestles, building, etc. It has proved a most suitable wood for the manufacture of railway carriages, wagon work and heavy construction generally. This good, sound, serviceable wood is used also for inside joiner's work and for fine types of furniture and cabinet work, especially when figured. Its chief use in England has been for beams, keelsons, engine-bearers, and planking in shipbuilding. A full grown tree will furnish logs of from thirty to forty, or even fifty feet in length, and from twelve to twenty-four inches square taken from the main stem; while the other parts would cut into the most choice and valuable pieces in request for naval architecture; such, for instance, as keels, stemposts, floors, cribs, beams, knees, breasts, backs, etc.

Material Used in Barge Construction

Interesting observations based on systematic investigations are submitted in the August issue of American Forestry by A. E. Hageboeck, in charge of the creosoting operations at the United States engineer's office at Rock Island, Ill. This office has been investigating for some little time the durability of various kinds of wood used in the construction of government and other barges for river work. The statement of Mr. Hageboeck asserts that the decaying starts when there is an excess of moisture together with air and heat and that in ninety per cent of cases, deterioration begins in the ends of the timber. In other words, the decaying progresses at the same rate as wood absorbs moisture through the ends. Inasmuch as a good pressure treatment of creosote successfully plugs the ends of timbers, the article avers that the good effect of this kind of treatment should be very apparent. A rigid investigation of the changing conditions of barges constructed of creosoted timber demonstrates that the additional cost of this process is infinitesimal as compared to the saving in the cost of repairs and the resulting increase in length of life.

The article in question also treats of the inroads steel construction has made in barge building, most notably in the construction of model-shaped steamboat hulls. Creosoted timber in this type of construction is not practicable because of the fact that a great deal of cutting is necessary in framing, which results in exposed ends. While white oak was formerly used almost exclusively in this form of construction, steel is rapidly taking its place. Inasmuch as it has been found practical to frame and then creosote timbers in transit for the construction of scow-shaped barges, it is likely that the use of such woods as fir and pine will be continued for this purpose, as the cost is very much less than steel.

Worth of Lumber Traffic Expert

At a recent hearing of the Interstate Commerce Commission, held for the purpose of securing data as to the regulations for the milling-in-transit of logs, a traffic official of a leading railroad testified that lumbermen were extremely careless in the use of the transit privilege. He instanced the fact that frequently expense bills on inbound shipments of logs, issued after the date of shipment of the outbound tonnage, were presented and the refund on the log movement claimed. Other cases were cited to prove the contention that lumbermen knew too little about the regulations which control their traffic.

At the same hearing it was apparent that the railroad men were more than a match for the lumbermen, as far as testifying and developing evidence were concerned. This was nothing unusual, for the business men apparently expected to be put at a disadvantage by the more expert representatives of the carriers. The only interests which made a reasonably good showing were those which were represented by a traffic expert, who is devoting all of his time to the study of traffic matters, and who proved that he was as familiar as were the railroad men with the questions which were under discussion.

The developments at this hearing were typical. Every time there is occasion for the shipper to cross swords and exchange thrusts with the railroads, the latter, by their thorough knowledge of every point pertaining to the subject, make a better showing, as a rule, than the shippers. The former are business men, who know the lumber business thoroughly, but know little about the railroad business. Yet the railroad men, on the other hand, appear to have acquired not only thorough knowledge of their own business, but also familiarity with the details of the lumber trade as well.

The situation suggests and proves that the position of traffic manager is getting to be of greater and greater importance. Not every concern has the volume of business necessary for the support of a man doing nothing except looking after traffic. On the other hand there are many who could afford to create such an office, but instead rely on their shipping clerks to give them all the information which they receive as to the handling of their goods by the railroads.

The shipping clerk usually has had little or no experience. His knowledge of fundamental conditions is slight, and his conception of the relation of rates to each other is vague. He is young, as a rule, and though he gradually acquires familiarity with certain details pertaining to the handling of traffic, he is seldom able to advise his house with relation to the broader questions such as the principles governing milling-in-transit.

In the hearing which was referred to, the lumber interests did not make nearly so good a showing as they might have done, and it is criticising nobody to say that a better impression would have been made if the lumber interests had been represented by more trained traffic men, instead of only by those actively engaged in the manufacturing and selling of lumber, who of course were not thoroughly informed as to the questions involved in the subject under consideration. They had a general idea of what was going to happen, but the impression was given that had they been more familiar with all the details, their defense would have been more of a unit and more impressive as an argument against the claims of the railroads.

Traffic managers have made good in the lumber business for houses which employ them. They are worth while not only in cases where expert testimony has to be presented before a tribunal such as the Interstate Commerce Commission, but can more than earn their pay by seeing that every movement is properly routed and gets the lowest possible rate. The subject of rates in itself is a highly technical one, and only the man who has been accustomed to handling tariffs and who knows the methods necessary to get at the facts, can always be sure that his firm is getting the benefit of the best possible method of handling the shipment.

The traffic manager of a large company operating several sawmills saved $500 not a great while ago because he succeeded in proving to the satisfaction of the claim department of the railroad that some supplies for a logging road which the company had installed were shipped under the wrong classification, and carried a higher rate than they should have done. The haul was a long one and the tonnage involved was considerable, so that securing the correction turned out to have been a big piece of work. Affairs of this sort are turning up all the time, but it takes expert knowledge to get at the facts and secure the proper adjustment.

In most cases, such an error on the part of the carrier would not have been noted by the shipper, who would have paid the freight bill and forgotten all about it. In this case all that was necessary was to bring the proper proof before the claim department of the carrier, and though it took a certain amount of red tape to get everything in proper shape, the expenditure of time and effort appeared to have been well worth while, especially as the claim was paid without even the necessity of litigation, although it was of course necessary to secure the approval of the Interstate Commerce Commission upon the refund in order to prevent it from taking the form of the prohibited rebate.

A matter which indicates how necessary traffic managers are becoming in many lines of business is the work of the Uniform Classification Committee, which has been laboring for several years in an endeavor to fix upon the proper classification of all commodities, so that every section of the country will be using regulations similar to those in other sections. The concern which has a traffic manager who has studied the subject is able to profit by his knowledge, since it may put before the committee in proper form and with all necessary detail the facts regarding the need for a change in the classification of the commodities in which it is interested.

A box manufacturer, for example, found that the minimum carload weight prescribed for a certain type of package was too high, since it was a physical impossibility to load the average car with enough boxes to get the minimum. There was a rather nice question involved, of course, whether to secure a change in the minimum, which might be accompanied by an increase in the rate, in order to make up for the reduced revenue, or to allow the matter to rest in *status quo*. After consulting with the carriers and showing them that their revenues would not be seriously affected, since most of the movements were short enough not to involve a very great charge, the facts were put before the committee, and there is every reason to believe that the change in the minimum carload weight will be made effective.

The veneer manufacturers have long suffered because of variations and inconsistencies in the classification of veneers, and they have put some information before the committee looking to straightening out this situation, which is an important one. Those in this business, who have had to rely upon their own investigations, and who have been compelled to spend a lot of time and effort getting the facts together, have admitted that they could have used expert assistance to advantage. The fact that the veneer men have been puzzled by the situation is no reflection upon them, and the data which they have developed has been correct and of great value; but the point is that a veneer manufacturer cannot possibly be as familiar with matters of traffic as he is with manufacturing conditions, and that transferring that work to men trained and qualified for it is a logical procedure.

The carriers themselves are training most of those who are taking positions as traffic managers of industrial concerns. This is quite as it should be, although it suggests that the railroads are likely in the days to come to be hoisted a good many times with their own petards. In one lumber office, where the head of the company believes in getting his men from the railroads, there are four, all holding responsible positions, who have graduated from the traffic departments of railroads. Their knowledge of rates has

not prevented them from advancing to other posts, and in fact in the sales department their ability to determine quickly whether the outposts could be moved back and the territory in which the firm was doing business expanded, has proven to be a live asset.

There is one point about having a traffic manager which should not be overlooked. He can get things from the railroad which the average business man often is unable to secure. He knows the law, the provisions of the tariffs and his legal limitations, and he uses diplomacy wherever possible. The irritated shipper who finds himself ensnared in a tangle of traffic regulations is likely to lose his temper and curse the carriers for all he is worth, all of which helps to make the railroads and their representatives perfectly willing to "hand it to" the shipper whenever they get a chance. The ability to get things by skill instead of by force comes with expert and inside information, and that is what the traffic manager possesses.

G. D. C., Jr.



Modern Office Methods



Just as conditions in other lines have affected methods of marketing goods, so have they affected methods of the wholesale marketing of lumber, and quite pronounced differences are evident in the methods of newer concerns as compared with those of the older ones. Progressive concerns in all lines are meeting conditions—not waiting for conditions to revert back to the old basis. In lumber wholesaling there is, however, still an element which has not recognized the permanent character of the recent changes in business conditions and it would seem that continued ignoring of that change will eventually result in its getting behind in the procession and in its being superseded by the younger, more up-to-date concerns. The question of service, for example, is one which is gaining more consideration constantly, and today it is the most important selling point, outside of price, in marketing.

The modern wholesale concern is recognizing that large and sumptuous quarters and a big corps of office help are not required. The number of clerks per office is constantly diminishing. Bookkeepers are using adding machines, and a great deal of their work is done on special long-carriage typewriters. This position calls for a bookkeeper and typist combined, and there are more applicants for this position than there are for stenographers. Business is being done in a smaller, more compact space, thus eliminating "lost-motion"; more careful investigation of claims and credit, and scientific, specific attention is given to inquiries.

A lumber sales manager, to hold his position today in a progressive concern, must know every detail of manufacturing lumber; have specific facts about the length, width, condition of stock, time of delivery, as well as know what is the best finish to use on a certain kind of lumber; how the lumber should be kiln-dried to give the best results and furthermore, he ought to know how different grades will cut up for the customer's specific requirements.

The wholesaler of today does his business with the smallest help possible, but this help is trained for economic handling and methods. A small office, nicely furnished, suffices the wholesaler's needs and means small expense. Small expense, in turn, means larger profits in proportion and when necessary, business can be handled on a small margin. The big office holders with large expense can never do this. In dull times the smaller office can keep all of its force—the business is not disorganized by having to let one or two clerks go to save expense.

An average progressive wholesaling concern today would perhaps consist of two partners and two trained typists. One of the latter would take care of the books, get out the invoices and in general look out for the mill end of the business and that division of the correspondence. The other would work on sales letters and customers' correspondence in general, as well as have charge of the order book, acknowledgments, etc. Sub-dividing the business in this way makes specialists, and the office can be left without the principals for days and yet run along as though they were there. Under this arrangement, of course, it is necessary that the assistants be capable of grasping all the details of the business and that special efforts be made to make them conversant with those details.

The principals can thus devote their time to visiting the mills or working at the sales end. This brings up another point pertinent to any sales system—a customer would often rather do business with one of the principals in person than through a representative, especially if he is personally acquainted with the principal. Where the personal element enters into the transaction, the customer feels that his orders will be looked after better than if placed through a salesman. While this attitude may usually not be justified, it is certainly a real condition.

Producers of lumber without representatives recognize the value of progressive middlemen and let them handle all the stock they want.

A salesman who had been selling for a western mill recently left its employ, saying that the members of the firm were too old-fashioned in their ways and not a bit progressive. In telling of their methods, he said, "They take orders, acknowledge and fill them when they please and generally want me to sell but one item. Last week I chased through three states trying to sell No. 2 common poplar. Naturally I had a big expense bill and they kicked about that. Wouldn't fill any other orders until I had sold that item. When I ask them to confirm quotations, they write back and say, 'Confirm them yourself—we haven't time.'" A concern like that has no right to have a representative unless it takes the trouble to learn modern business methods. It would market its stock to a much better advantage through a live wholesale concern that will keep it on the jump. A salesman working with a house like that endangers his own reputation and will gradually lose all his trade.

A progressive wholesale house, that recently started in a big eastern market, has worked the question of management up to a high state of efficiency. There are two partners and two trained typists—one for the sales end and the other for the mill end of the business. Each principal and each stenographer is alloted a definite part of the work of the office and has a regular time for each task. In the morning the mail is sorted into five divisions as follows:

1—Mill letters answering on stock asked for and invoices.
2—Stock lists and mill letters for further consideration.
3—Customers' letters that can be answered without reference to anything else and also customers' inquiries.
4—Customers' letters for further consideration.
5—Settlements to mills, settlements from customers and complaints, etc.

The time and work are so proportioned to each individual that there will be no wasted time or effort. Each typist runs two dictation books—called respectively book 1 and book 2—the first for important mail to go out that day, and the second for the unimportant work to be done in spare time. Thus the typists always have something to do. In case the sales typist has completely finished her work, she always has in hand a list of stock with prices. She then takes out the "classified buyers of each wood" and offers the stock by letter to that list. The mill typist naturally has plenty to do with the bookkeeping, collections, writing out inquiries to the mills, etc.

With changing conditions the schedule, of course, is varied. If sales are falling off, one partner is out all the time and the mill typist, after her work is finished, works under the direction of the sales typist on letters and offerings to the trade as well as following up former quotations and working in this way to bring up the sales to normal or better again. Just the reverse applies if orders are good and shipments poor or stock scarce. Of course the schedule may vary a little according to business conditions, but in general it is followed out as outlined. The writer fancies he hears disapproval

on all sides to a system of this kind. Some will say that "you'd get in a rut trying to follow it out." Remember that when you make a specialty of a thing, you can do it just so much better than a man who does things in an ordinary way. A specialist can work with twice the speed. Progressive wholesalers and their assistants are sales specialists.

If a concern appreciates good work and good, faithful service it should appreciate it in a monetary way—not by empty praise. If your assistants satisfy you with their work, reward them for their efforts. Work with them and they will work with you. The writer believes in a profit-sharing basis and practices it in his own office. There will come a time when this system will be in universal practice everywhere—in offices as well as in factories.

The writer has observed that more salesmen want to work on a commission basis than ever before. This can be explained in only one way. The men of this class are hard workers and realize that they can make more in this way than by working on a salary. Wholesalers would rather have a man sell on this basis because the more the men sell, the more stock is moved at a fixed charge per car. Furthermore, they have to pay a man only for actual sales.

Any real salesman is glad to work on this basis—you can tell him at a glance. In fact the best way to tell a good salesman is to ask him if he will work on commissions. If he refuses, he is not much good. H. E. S.

The Railroads Fear Car Shortage

That the quantity of traffic being moved by railroads today is enormous, and that railroad facilities will be taxed to the utmost this fall, was the recent statement emanating officially from the Pennsylvania Railroad.

This system has instructed all of its freight solicitors to urge shippers to assist the railroads in their efforts to prevent any car shortage. The importance of prompt loading and unloading of cars is being impressed upon shippers, who are also being asked to co-operate with the railroads to prevent any congestion of traffic.

All the large systems, in pursuance of their usual policy in such cases, of taking early steps to preclude, if possible, any likelihood of a car shortage, are advising their patrons to have freight ready for loading when cars are placed on sidings, and are urging them to load all cars as near to capacity as practicable, in order to get the greatest possible service out of each car used.

The prediction of a heavy fall traffic is especially interesting at this time, following, as it does, a statement just issued by W. A. Garrett, chairman of the Association of Western Railways, in which he makes an appeal to industrial traffic managers and commercial organizations. Mr. Garrett says:

"The time is here for the railways and shippers of the United States to begin active and energetic preparations to prevent a car shortage. The indications are that if they do not begin such preparations at once they will be confronted next October with the worst situation that has existed since October, 1907, just before the panic. No railway man or shipper needs to be told what that situation was. Railway facilities were inadequate to move the business. Yards and terminals were congested, and heavy loss to the railways, the shippers, and the public resulted.

"Conditions that are likely to cause a heavy demand for and a rapid reduction in the supply of cars exist. The amount of traffic handled varies greatly during different parts of the year. During about four months, beginning around October 1, there are apt to be shortages. This is owing chiefly to the fact that that is the season of heaviest crop movement. Now, the crop prospects in the West this year are unusually good. That helps to make the prospect of a car shortage unusually bad.

"If the bad situation now threatening is to be averted, the managers of the railroads must have the hearty support and co-operation of the shippers and consignees of the country. The shippers and consignees can give such support and co-operation in at least two ways:

"By moving all lumber, coal, cement, and other freight that they can within the next few weeks, instead of delaying and throwing it all on the railways when they are staggering under the crop movement. The commercial organizations of the cities and towns can help greatly by urging their members to move all goods as early as possible.

"Shippers and consignees can greatly help themselves, the railways and all other shippers and consignees, by loading and unloading all cars delivered to them as expeditiously as practicable. Every time the loading or unloading of a car is needlessly delayed, the available supply of cars is needlessly reduced; and no shipper has any right to complain that he is not furnished enough cars, if he is by his own acts needlessly and wrongfully reducing the available supply of cars. Commercial organizations cannot render a better service to their members than by urging on them the need for prompt loading and unloading. Cars are furnished for transportation, not for storage; and every one used for storage reduces the number available for transportation.

"Shippers can help greatly by loading all cars to as near their capacity as practicable. The more freight there is loaded in each the less cars will be required to move all of the freight. There has been a great deal of talk in recent years about the need for better co-operation between railways and shippers. Here is a matter regarding which they can heartily and energetically co-operate to the very great gain of both."

In opening his circular Mr. Garrett reviews freight car conditions for the several years past from which figures he draws his conclusions as to next fall. According to these figures there was a decline in available cars amounting to 208,098 between July 15 and August 15, 1908. During this period in the following year there was a reduction in cars available of 248,755. The following year, however, this figure was reduced to 142,125. On July 19 there was a net surplus of 149,072 cars which by October 25 had been reduced to 128,650 cars. It will be seen, therefore, from these figures that during the four years the net available car supply was reduced between the third week in July and the third week in October by figures varying from 128,540 to 248,755 in the different years. From these figures Mr. Garrett makes the startling deduction that by the third week in October the reduction in the available cars will be so great as to leave practically no equipment to move merchandise.

As proof of the feasibility of his contention, he submits the statement that on July 18 of this year there were only 68,922 cars available. When the fact is added to this that there is every indication that the demand for railway equipment during the next few weeks will be as great, if not considerably in excess of the same period during the four preceding years, it is a simple matter to sense the ultimate result.

The suggestions contained in the appeal quoted above are given by Mr. Garrett as a spur to shippers to realize the actual condition and plan their shipments accordingly.

A flat log rate would be welcome to the sawmill men if it did not mean an increase, but that is just what the railroads intend it to mean if they are called upon to make it, and the indications are they may be called on.

If the railroads want to treat something else than oak and use it for ties, why not sappy gum timber? It should certainly come cheaper and last as long as hickory, and besides, the hickory is needed for other things.

Xylology—A New Profession

"Expert advice by amateurs" has never tended to benefit the practical element of any line of trade, nor to give to the general public an accurate and authoritative knowledge of any question of importance to any business. Scientific journals sometimes seize upon items which have gained but little recognition, and much less actual commercial headway, and so discuss these questions as to make it appear that they have commanded the attention of the entirety of the trade to which they are connected. A recent article in the Scientific American Supplement, summarized and discussed in a recent issue of the Literary Digest, talks of a question which undoubtedly will in the future command the earnest consideration of the lumber trade. The article, however, appears in error in that it tends to give the impression that the subject, namely, "xylology" discussed under the caption "Xylology—A New Profession" is already in practical use in the furtherance of the interest of the lumber trade as a whole. Xylology is, briefly, the science of wood structure and the identification of woods through cellular characteristics. It will be conceded by many lumbermen conversant with actual timber and market conditions that ultimately the study of the minute cell structure of the various woods with a view of determining their similarity to other important species nearly exhausted will be of great importance—but that the timber industry as a whole has been influenced to any extent by the findings of xylologists is open to grave doubt.

The article seems based upon rather superficial knowledge of actual conditions in the lumber business, and makes some assertions which would be rather difficult to substantiate. For instance, in speaking of cabinet and construction timbers, it says that some species formerly employed are now becoming scarce, or practically exhausted, citing black walnut, yellow poplar, red gum, black cherry, white pine and hemlock as coming under this category. It says that these woods are now practically extinct and suitable substitutes are being found, the idea being that the xylologists' investigations have already identified suitable species which by virtue of sufficient quantity, accessibility and physical qualities will take the place of these "practically exhausted" species. The absurdity of this condition is manifest.

Further, in speaking of the species individually, it maintains that hemlock was formerly cut for its bark for making tannic extract, but that it is now so scarce that the tannin now used must be obtained from other sources. We wonder if this is true.

Obviously the article lays too much stress upon the question of substitution of species. It does not recognize the fact that new species have come into use, such as red gum for instance, rather by virtue of their own good qualities than because of the fact that they were displacing some rapidly disappearing species.

In speaking of mahogany the article makes the erroneous assertion that the only "true" mahogany in the West Indies and Central America is growing scarcer every year, and that wood users are eager to secure a substitute. It further maintains that twenty-five different kinds of wood have been sold as mahogany in the last two decades, and that the purchaser of these woods is often under the impression that he is getting "the only true" mahogany, when he is really paying for much inferior wood. The actual facts of the case are that the only true mahogany does not grow in the West Indies or Central America, but grows in Mexico, and is known botanically as *Sweitenia mahoganii*, yet it is a pretty generally accepted fact that various wood species closely akin in structural qualities to the true mahogany are marketed as such. The chief distinction is not in the wood qualities but in the botanical features, which have no bearing upon its actual value. Therefore, while there is substitution of species in this direction, it is pretty generally known and is not done with any intention of defrauding the ultimate consumer. For all practical purposes he gets just as good an article from Africa, Honduras, the West Indies and other sections as he does from the forests of Mexico.

The real purpose of the study, and the one to which it seems the article should have confined its attention, is the finding of new and unknown woods with properties and structural characters similar or nearly similar to those employed by well-known species. The writer maintains that superficial examinations of woods and even physical tests are not sufficient to determine the adaptability of species for certain uses. It is the contention that a minute examination and record of cell structure is necessary to this end.

In closing, the article acknowledges that the study is in its infancy, which is certainly a fact. "But," it says, "its importance is surely and steadily gaining the attention of lumber dealers and men at the head of wood-working industries." It further avers that the necessity for such work is being felt wherever lumber is now being bought and sold, and the range of its usefulness is growing remarkably. If this statement could be made to apply to the future, substituting "will be" for "is being," it would be more nearly correct. The question is undoubtedly one which will be of distinct importance in the future, but one which so far cannot of necessity command any great amount of attention from lumber producers or consumers.

Northern Association Statistics—July

A bulletin under date of August 16 issued from the office of the Northern Hemlock and Hardwood Manufacturers' Association at Wausau, Wis., gives comparative cuts and shipments for July, 1911, and July, 1912. The reports are based upon information coming from fifty-seven members. The total cut of hardwoods for July, 1911, was 16,411,000 feet. The total amount of hardwoods shipped during the same period was 17,263,000 feet. Figures for July, 1912, however, show an even more remarkable excess of shipments over cut. The total of all hardwoods sawed into lumber during July, 1912, was 13,645,000 feet, while at the same time shipments were made aggregating 21,731,000 feet.

The total cut of hemlock for July, 1911, was 43,351,000 feet compared to shipments of 32,248,000 feet. There was thus recorded a considerable excess of cut over shipments. Figures for July of this year, however, show a favorable reversion of the situation, there being a cut of 39,095,000 feet and shipments of 43,873,000 feet.

Of the various important hardwoods cut by the members of the association only one species experienced an excess of cut over shipments during the month. There were 1,900,000 feet of elm cut during July against shipments of 1,705,000 feet.

The figures for birch showed the most marked excess of shipments over cut. Hemlock and all the hardwoods but elm and maple experienced a larger cut during July, 1911, than during the past July. There was an increase in cut of maple during the year of approximately one million feet. On the other hand shipments in general were considerably larger in July, 1912, than July the previous year. This is true in all woods but elm, in which the quantity shipped was practically the same.

Summarizing, the report says there was a decrease in hemlock cut of ten per cent; increase in hemlock shipments of thirty-six per cent; decrease in hardwood cut of seventeen per cent; increase in hardwood shipments, twenty-six per cent; decrease in total of cut of twelve per cent, and an increase in total shipments of thirty-two per cent.

Comparative figures as to the cut and shipments for the first seven months of this year compared with the same period last year show there was an increase in the hemlock cut during this time of six per cent. The figures in hemlock shipments during these seven months aggregate forty-seven per cent over last year. The hardwood cut dropped off thirteen per cent over the previous seven months, while hardwood shipments increased thirty per cent during the same period. There was a total loss in cut of three per cent, while on the other hand, the increase in total shipments was thirty-six per cent.

News Miscellany

Memphis Statistics for 1911

The Lumbermen's Club of Memphis through its committee on statistics has issued a statement showing the total amount of hardwood lumber handled by Memphis concerns during 1911. The detailed report shown gives a total of 594,341,764 feet with an approximate value of $14,805,364.

	Total Ft.	Total Value
Amount of lumber manufactured in Memphis	110,363,102	$3,312,883
Amount of lumber manufactured by Memphis firms outside of Memphis	116,516,719	2,917,815
Amount of lumber handled through Memphis yards not included in amount manufactured	110,868,040	3,401,928
Amount of lumber handled by Memphis firms on direct shipment from mills and yards outside of Memphis not included in amount manufactured	135,990,068	2,990,287
Amount of veneers under ¼ inch thick manufactured in Memphis	80,309,605	803,769
Amount of veneers under ¾ inch thick handled through Memphis	600,860	12,892
Amount of lumber and veneer exported from Memphis	17,219,514	689,876
Amount of lumber and veneer exported from outside points	22,473,856	675,814
Total handled by Memphis firms	594,341,764	$14,805,364
Amount of logs received in Memphis by rail and river	114,717,120	2,532,677
Amount of lumber on hand in Memphis Jan. 1, 1912	71,818,267	2,531,689
Amount of lumber on hand outside of Memphis Jan. 1, 1912	50,556,086	1,406,913
Amount of logs and bolts received at Memphis and manufactured into hoops, heading and other cooperage stock	17,724,618	221,075
Amount of logs and rough material received at Memphis and manufactured into vehicle and implement stock, turned work and pump rods	6,249,438	184,976
Amount of lumber consumed by furniture factories, coffin factories, box factories, planing mills, flooring factories, etc., in Memphis	57,260,930	1,215,481

In addition to the report on actual lumber handled, there is given a summary of inbound and outbound movements of logs, lumber and other products as follows:

	Cars.
Lumber received at Memphis in 1911	17,959
Bolts received at Memphis in 1911	1,675
Squares received at Memphis in 1911	15
Lumber received at Memphis in 1911	10,367
Lumber shipped from Memphis, 1911	11,533
Total	41,549

Formosa Timber Project

The exploitation of the Mount Arisan forests on the Island of Formosa, as spoken of previously in this publication, is progressing. The mountain railway for getting out the logs is three-quarters completed, and about twenty-five miles are operating. It is hoped that by the end of this year the entire railway, forty-one miles long, will be finished, and that the American sawmill to be erected at Kagi, the terminus of the lower line, may be ready for working the first shipment of logs.

The government at Formosa appropriated $2,000,000 in gold for the project, and as a high value has been placed on the different wood species to be cut, large returns are expected.

The greatest source of profit, it is anticipated, will be from the export trade which the government intends to closely develop. The forest area of Arisan comprises 27,200 acres ranging in altitude from 1,800 to 9,000 feet. There are fifty-one species of trees of scientific and commercial importance found on the island, the most important including the Benihi; the taiwansugi; the shonamboku; the shima-momi; the ramdai-cedar; the camphor tree and the oaks.

The first mentioned tree is valuable for all building purposes and is used extensively. The largest tree of this species is reported to have a trunk twenty-four feet in diameter. The second species resembles the Japanese cedar. It has unusual height and symmetrical beauty. One of these trees is said to have a height of 190 feet. The third mentioned tree is valuable but becoming rare. It has a light ocher-colored wood which renders it particularly pleasing for interior finish. It is susceptible to a good polish.

The oaks are very numerous and form the largest forest at lower elevation than the conifers, more especially in the South.

While the camphor tree was formerly very common throughout the lower forest zone, it is now comparatively rare owing to its exploitation by camphor gatherers.

An interesting tree on the island is the Randia cedar known as the Cunninghamia-Koniski. This is an endemic species and is known only on Mount Randai. There are only five trees which are the only representatives of this species in the world. The tree is named after an eminent Japanese botanist.

Coming Box Meeting

At the meeting of the National Association of Box Manufacturers which will take place at the Hotel Pontchartrain, Detroit, August 28 to 30, important questions having a distinct bearing on all box manufacturers in the country will be submitted to the members.

There seems to be a pretty general sentiment in favor of crystallizing the discussion which has marked the meetings for several years past in some active effort to take advantage of the suggestions enumerated in such discussions. It is pretty generally conceded that the box business has attained such a position that the box manufacturers should not be afraid to go ahead with the various corrective ideas which have been in mind for years past, and it may be that some attempt will be made to get definite action on the work of the National Classification Committee of Lumber and Box Interests in the United States. This question has received such wide discussion heretofore that it appears that the only thing to be done now is to crystallize the sentiment into a universal demand for action.

The question of cost accounting in box manufacture will also come in for considerable discussion. This is a topic which has interested the box manufacturers and manufacturers of lumber and various other forest products, but which has never gone beyond the stage of a general discussion. Let us hope that the addresses which will be delivered before the meeting will have the effect of convincing the box manufacturers present of the necessity of some concertive and definite action.

New Concern Active

The recently incorporated Kentucky-Indiana Hardwood Company, which has just been started at Louisville, Ky., by Owensboro interests, advises that it has a good start in its new location and is getting in a considerable stock of hardwood lumber. However, sufficient orders have already been booked to take care of all the stock the company has been able to get on the yards.

G. E. Bowman is president and treasurer of the new company while Herbert Bowman is secretary and vice-president. In addition to these gentlemen, others of wide reputation in the lumber business are connected with the Kentucky-Indiana Hardwood Company. The Bowmans are well and widely known in southern hardwood circles, Herbert Bowman having previously been employed by the T. B. Stone Lumber Company of Cincinnati, for which concern he served as southern buyer.

The National Chamber of Commerce

The National Hardwood Lumber Association of Chicago, with 800 members; the National Wholesale Lumber Dealers' Association of New York, with 425 members; and the West Coast Lumber Manufacturers' Association of the state of Washington, with 129 members have now been elected to membership in the Chamber of Commerce of the United States of America.

Recent advices indicate that the Tight Barrel Stave Manufacturers' Association of Chicago, which includes in its membership seventy-four individuals, was accepted to membership. The acceptance of this organization puts the city of Chicago in the lead with a total membership of sixteen organizations as against New York which has a membership of fifteen.

The advices also state that the total individual membership of the organization increased during the week prior to August 14 by 4,587, the largest organization joining during that period excepting the Chamber of Commerce of San Francisco with 3,220.

Though the chamber was organized as recently as April 22, more than 77,000 business men of the nation are now affiliated with it through 102 different organizations covering 29 individual states and the Hawaiian Islands. The Chamber of Commerce of Alexandria, Va., with 52 members, is the smallest local organization that has so far joined; the Chamber of Commerce of Boston, Mass., with 4,809 members, is the greatest, The National Association of Glue and Gelatin Manufacturers of New York, with 36 members, is the smallest national body that has so far become affiliated. The next in size is the United States Potters' Association with 56 members.

The detail work of the national chamber is being carried on by the following men: general secretary, Elliott H. Goodwin, formerly secretary of the National Civil Service Reform League; field secretary, Edward F. Trefz, formerly advertising counselor to the Painted Display Advertising Association of the United States; assistant secretary, D. A. Skinner, formerly assistant chief of the Bureau of Manufacturers, Department of Commerce and Labor; chief of editorial division and editor of "The Nation's Business", G. Grosvenor Dawe, formerly managing director of the Southern Commercial Congress.

Veteran Lumberman Dies

Thomas W. Riley, one of the pioneer lumbermen of Washington, D. C., died yesterday at his residence, 1000 F street, S. E., of an attack of heart disease. For many years "Tom" Riley, as he came to be generally known, was one of the most picturesque characters of the National Capital. Though eighty-nine years old, he carried himself with the erectness of a soldier. He was born in Accomac county, Virginia, Feb. 5, 1821, and was taken to Washington by his parents when two years old. His father went into the lumber and coal business, and the son followed him, with the exception of a short period, when he drove a stage coach. For a long time he carried on business at the Eleventh street wharf. Ten years ago he retired, being succeeded by his son, William W. Riley.

Canadian Importation of Mahogany

The enormous increase in building operations throughout Canada has resulted in an increase in imports into the Dominion of products which fifteen or twenty years ago had hardly obtained commercial status.

Mahogany is one article of import which half a century ago was practically unknown in the Dominion. The chief reason for this is that during the early stages of development of Canadian towns, various public buildings and the homes were erected on a somewhat cheap scale. Mahogany had always been considered a luxury, but its use has become increasingly evident and now most of the large banking and commercial offices are finished and furnished with this wood.

Canadian firms are rapidly getting into the construction of railway cars, and while the Dominion contains a vast wooded area, none of the tree species represented are suitable for high-grade cabinet and interior finish work. Mahogany here has come into considerable prominence. Automobile factories opening up during the last five years in the Dominion, have also taken a considerable quantity of mahogany.

Perhaps the most important contributing factor is seen in the rapidly growing per capita wealth of the Canadians. They are able to pay for luxuries and don't hesitate to do so. Mahogany furniture is very common in Canadian homes.

Canada imported during the fiscal year ending March 31, 1912, a total of 2,696,555 feet of mahogany valued at $314,409. The bulk of this came from the United States free of duty. There are also considerable imports of mahogany veneer which has the same classification as oak, rosewood, cedar and walnut veneer. These woods pay seven and one-half per cent ad valorem under the present tariff. The imports of veneer of these species during the same period were valued at $251,522. All of the latter came from the United States.

Oak Veneer Men Organize

Quartered oak manufacturers held an informal dinner at the Dennison hotel at Indianapolis a few weeks ago and steps were there taken looking toward the formation of an association of quartered oak interests. Sixty per cent of all of the quartered oak manufacturers of the United States were present, aggregating representatives of some twenty-five concerns. The meeting went so far as to appoint a special committee with instructions to draw up a draft of the proposed organization.

It is believed that this question will be ratified by a future meeting of the same concerns, which will be held within a few weeks.

There has not been any formal organization of quartered oak veneer concerns, although these manufacturers have been in the habit of meeting two or three times a year for informal business discussions. The benefit of these informal gatherings has been so apparent that the sentiment in favor of a permanent organization has been given serious consideration of late.

The discussion of stock conditions at the dinner brought out the fact that stocks on hand have not increased since the month of February, and that at this time last year the manufacturers had four times as much unsold stock on their hands as at present. It was the consensus of opinion that there were enough orders booked to keep the mills going for three months ahead without additional orders. Steady prices were also reported.

New Kansas City Concern

The Pelican Lumber Company has recently gone into the lumber business in Kansas City, Mo.

This concern owns 10,000 acres of stumpage running principally to cypress and red gum, with a considerable per cent of yellow pine. The timber is in Morehouse Parish, La., close to the Arkansas line. It contains an estimated stand of 100,000,000 feet, some of it running as high as 50,000 feet per acre. The company also has on this tract an up-to-date sawmill equipped with various appurtenances necessary for lumber manufacture. It is expected that the mill will begin operations by Sept. 15.

The personnel of the new concern consists of H. H. Hutchinson, president, J. A. Hilliard, vice-president, and B. B. Davenport, secretary and treasurer. All these men have been prominently and successfully identified with the lumber business in various capacities for years.

A High-Class Catalogue

The Hanchett Swage Works, Big Rapids Mich., has just issued catalogue No. 4 telling of its high-grade line of automatic filing room machinery, saw fitting tools and knife grinders. This concern has made a reputation for the manufacture of this line of products, and its goods are found all over the lumber manufacturing sections of the country.

The catalogue is of an unusually attractive design, the company having spared no expense in getting it up. It contains a complete description of the various machines offered for sale by the Hanchett works, each illustrated with the highest type of cut, showing in detail its mechanism. In addition suggestions for ordering the various articles are enclosed, and also a telegraphic code particularly adapted to the Hanchett line. A feature of the catalogue is a suggestion that through its extensive sales force the Hanchett company can place sawmill men in touch with high-class filers and other employes of filing rooms.

Altogether the book is of merit and should be in use by every saw filer in the country.



ATTRACTIVE CATALOGUE COVER

St. Louis Lumbermen to Complain

A bill of complaint will shortly be filed with the Interstate Commerce Commission at the instigation of several prominent lumbermen of St. Louis. The complaint has to do with the Central Commerce Association lines, the Cotton Belt, the Iron Mountain, Frisco and the Vicksburg, Shreveport and Pacific lines. The subject of complaint is alleged unjust and discriminating rates, as recently advanced, from Ohio and Mississippi river crossings to Canadian points. These rates will become effective Sept. 1, and the complaint asks for the maintenance of the old rates.

Apparently the lumbermen have a strong point in the fact that the proposed advanced rates will exceed the sixth class rate now in effect. Official classification has designated the latter as the maximum rate that can be charged. From published announcements by the roads in question, it is said that the advance will range from one to seven cents a hundred. The reasons submitted by the roads for the increase is that Canadian lines are asking the excess arbitrary out of the rate from Ohio and Mississippi river crossings.

Supreme Court Favors Shippers

The Alpena Shippers' Association has won a protracted legal contest against the Detroit and Mackinac Railroad Companies, the United States Supreme court having handed down a decision favoring the shippers. Specifically the decision of Associate Justice Day of the court denies the application of the carriers for a writ of error and appeal from its bond for $10,000.

A similar decision was rendered by the Supreme court of Michigan from which judgment was appealed. The decision of the Michigan

court was also in conformity with the order of the Michigan Railway Commission, which body demanded that the railroad in question effect a reduction in rates on saw logs.

F. W. Gilchrist of the Churchill Lumber Company and the Island Mill Lumber Company of Alpena were responsible for the original complaint which dates back to 1909 and which involves an estimated sum of $100,000.

The point in dispute has been a rate of $3 per thousand feet on logs from points south of Millersburg to Alpena and $3.25 per thousand feet from points north of Millersburg to Alpena. Millersburg is only thirty-six miles north of Alpena.

The Michigan Railway Commission ruled that the Alpena shippers must pay $1 for a haul of ten miles or less, $1.33 for ten to twenty miles, $1.67 for twenty to thirty miles, $2 for thirty to fifty miles and $2.33 for fifty to eighty miles. The average haul runs between thirty and fifty miles from Alpena. This results in an average saving of $1 a thousand, which should be effected by the new rule.

Recent Ohio Organization

The hardwood trade in Ohio has recently been augmented by the incorporation of the Harlan Hardwood Lumber Company at Middleton, O. This concern recently purchased a considerable amount of stumpage in Morgan county, Kentucky, and already has erected a seven-foot band mill for the purpose of manufacturing this timber.

The principals of the new company are E. I. Harlan, a Middletown man, and Walter S. Harlan, an attorney of Hamilton, O.

E. O. Slater will have active charge of the company's sawmill operations. Mr. Slater has had a great many years' experience in the manufacture of southern hardwoods, having been located previously in Tennessee, Louisiana and Alabama. Immediately prior to his accepting his present position, he resigned from his connection with the A. M. Lewin Lumber Company of Cincinnati.

No effort nor money will be spared in equipping the sawmill plant of the new company, which will be able to take care of any line of business embracing its specialties—quartered-sawed white oak, oak dimension stock, poplar, chestnut and oak lath. It is expected that the stock will be sold directly from the mill, which will be located at Wells, Ky., as well as from the office at Middletown. The Harlan company has announced that for the present it should be addressed at Malone, Morgan county, Ky.

When completed, the main office will be located at Logan street and the Big Four R. R. in Middletown.

National Association Report for July

Secretary F. F. Fish of the National Hardwood Lumber Association has issued the regular monthly report of inspections covering the month of July. There was an increase of 2,660,323 feet inspected over June, the total for July being 15,909,500 feet. This represents the largest inspection record in the history of the association. The former high record was established in October, 1911, the figures for that month being 763,025 feet below July.

The report states that the increased demand for national inspection has resulted in the consideration of an increased inspection force. Inspectors will be placed at Memphis, New Orleans, Philadelphia, Minneapolis and Detroit. Detailed notice of these appointments will be issued to all members as soon as the applicants have been selected.

In speaking of inspection affairs it is noted that J. J. Miller has been transferred to Toronto, Ont., where he can be addressed care of general delivery. C. H. Maddox has been appointed inspector in charge of the Savannah, Ga., district where he can be reached also care general delivery.

The inspection rules book containing the new inspection rules adopted at the last annual meeting will be ready for distribution in September.

The report also states that five new applicants for membership to the association have been received since July 20.

Change of Office

The Madera Company of Illinois, exclusive selling agent of the Madera Company, Ltd., with mills at El Paso, Tex., and Pierson and Madera, Mex., has recently moved its Chicago offices from 501 McCormick building, to El Paso, Tex. It is expected that better service can be rendered the trade by having a sales office in immediate touch with the manufacturing departments.

G. J. M. Porter, assistant secretary, and his office force have already taken up the work actively from El Paso.

Ewing & Gilliland Move Mill

It is announced from Nashville, Tenn., that Ewing & Gilliland, who have for a long time been closely identified with the hardwood manufacturing and wholesale business in Nashville, are moving their sawmill to Clarksville, Tenn. These gentlemen own a considerable tract of high-grade hardwood stumpage in the vicinity of that place.

The main office of Ewing & Gilliland will be maintained in Nashville as will also the company's yard. The lumber and logs for wholesaling and the sawmill, respectively, will be bought from the Nashville office as heretofore.

A brand new sawmill outfit of the Sinker-Davis seven-foot band type with a daily capacity of 25,000 feet of hardwood will be installed. The auxiliary machinery as formerly operated in the Nashville mill, will be used in the new plant.

The location of the new mill at Clarksville is on Water street on the bank of the Cumberland river. Switching tracks to the Louisville & Nashville and the Tennessee Central Railroad lines can be installed conveniently. In addition, the mill is well located for shipping by water.

Philadelphians Organize Golf Club

A large number of the Philadelphia lumbermen who are ardent and enthusiastic golf players, have organized a club, to be known as the Philadelphia Lumbermen's Golf Club. A meeting was held at the beautiful Whitemarsh Country Club grounds on Aug. 13. Edward F. Henson was made temporary chairman, and the following officers were elected for the first year:

President, Frank Buck; vice-president, Eugene W. Fry; secretary and treasurer, Ben C. Currie. Executive committee: J. W. Turnbull, J. B. McFarland, Jr., R. Wyatt Wistar, William T. Betts, and Ralph Souder.

A tournament which had been previously arranged and which was to be a contest for three prizes, began with lively vigor and good natured rivalry, and some creditable scores were made. The result was a tie between Horace W. Smedley and J. B. McFarland, Jr., for low gross. Mr. Smedley won the first prize. Watson B. Malone carried off the second and Morris C. Burton was the winner of the third. At the close of the day a sumptuous dinner was served at the clubhouse.

New Hoo-Hoo Headquarters

A lease was recently closed by the manager of the Wright building, St. Louis, Mo., for offices to accommodate the new headquarters of the Hoo-Hoo. After Sept. 9, the organization will be located in that building. The suite consists of four rooms. The Wright building is known as the Lumberman's building in St. Louis, for the reason that it houses the offices of a great many lumber concerns.

It is expected that the new offices of the Hoo-Hoo will be visited by a great many members, as St. Louis is an important and central market which is visited frequently by the trade.

Moves Office to Chicago

The Morriss Lumber Company of St. Louis, formerly located in the Wright building in that city, recently moved its entire office equipment and force to the People's Gas building in Chicago. This move had been in contemplation for some time and was made because of the fact that by moving to this city the concern would be more closely in touch with the J. O. Nessen Lumber Company. J. O. Nessen is the principal financial backer of the Morriss company. The change really means that the J. O. Nessen Lumber Company will consolidate its southern business with that of the Morriss Lumber Company, the operation of which will be handled by Mr. Morriss. Mr. Nessen will thus be enabled to concentrate his time and attention upon the northern business of the concern.

The Morriss Lumber Company began business on May 1, 1911, Mr. Morriss having been connected prior to that time with the Van Cleave Lumber Company. The officers of the concern are R. M. Morris, president, J. O. Nessen, treasurer, and S. N. Norton, secretary. The company has planned to maintain the office in St. Louis, where F. E. Myer and Wm. Sleumer will be located. The company will have an Indianapolis office in charge of A. E. Lumpkin.

Munising Company Reorganizes

The Great Lakes Veneer Company of Munising, Mich., which was obliged to discontinue its operations about a year ago for want of logs, has been reorganized as the Munising Veneer Company, with the following officers: Wm. G. Mather, Cleveland, O., president; Wm. Chandler, Sault Ste. Marie, Mich., vice-president; Sherman T. Handy, Sault Ste. Marie, Mich., secretary. The officers, with W. P. Belden, Ishpeming, Mich., C. V. R. Townsend, Negaunee, Mich., and Burdis Anderson, Chicago, Ill., form the board of directors. All indebtedness of the Great Lakes Veneer Company will be paid in full. The new company will have ample capital, and it is anticipated that the reorganization will insure an abundant supply of logs.

Forestry Association Meeting

One of the most important actions taken by the directors of the American Forestry Association, which held its quarterly meeting in the White mountains on July 17, 18 and 19, was the passage of a resolution protesting vigorously against the proposed amendment to the agricultural appropriation bill, soon to be acted upon by the Senate, which provides that all lands in the national forests, "suitable and fit" for agriculture, must be classified and listed for settlement whether it is wise or unwise to remove them from public control. This resolution has been sent to each member of the Senate with a request for his careful attention.

The directors, with a number of guests, including state foresters, forestry instructors, state officials, timberland owners, paper and pulp company officials and a number of other prominent men, gathered at Plymouth, N. H., on the morning of July 17 and, through arrangements by Col. W. R. Brown of the Berlin Mills Company, journeyed to North Woodstock in automobiles. The afternoon was spent in looking over the Lost River reserve, recently acquired by the Society for the Protection of New Hampshire Forests. The members of the party climbed down the course of the Lost river for some distance among the mammoth boulders, into the caves they form, and viewed, with wonder and delight, the remarkable scenic effects caused by some remote convulsion of nature. Here is a spot, which, when the road to it is improved, will become the mecca of almost every sight-seeing party going into the White mountains.

There followed in the evening, at the Deer Park hotel, a meeting participated in by the directors of the association, and under the auspices of the Society for the Protection of the

New Hampshire Forests. Some three hundred deeply interested people attended, many of them of national prominence.

W. R. Brown, president of the New Hampshire Forestry Commission, told about the progress of forestry in New Hampshire during the year. A paper by Montgomery Rollins, on the acquisition of Lost River, was read; E. E. Woodbury, an orator of North Woodstock, told of the towns interested in the Lost River, and then there were talks by Dr. Finley, ex-Governors Quimby and Woodruff, Dr. Drinker, Dr. B. E. Fernow of Toronto, P. S. Ridsdale, executive secretary of the American Forestry Association, and others.

The following day the entire party journeyed by automobile to Bretton Woods, where Thursday and Friday were spent in viewing the Crawford Notch reserves, and at several important meetings discussing forest problems and conditions of the day. The directors of the American Forestry Association held their sessions at the Mt. Washington hotel and the other meetings were at the Mount Pleasant and the Crawford House.

In the evening of July 18 H. S. Bristol, superintendent of woodlands, for the Delaware & Hudson Railroad Company, spoke on problems of forestry as they relate to the railway; Prof. Walter Mulford of Cornell discussed the prospects of forestry as a profession; Prof. W. C. O'Kane of the New Hampshire State College spoke on the present status and prospects of the gypsy moth and the brown tail moth in the state; George H. Wirt, chief forest inspector of Pennsylvania, gave an illustrated lecture on the management of state forests in Pennsylvania.

At the annual meeting of the Society for the Protection of New Hampshire Forests held on the morning of July 19, reports were made on the gratifying progress of the society's work in the past year. In addition, Herbert Welsh of Philadelphia, spoke about the progress upon the Sunapee Forest Reservation, and Harris A. Reynolds, secretary of the Massachusetts Forestry Association, told how he is organizing branch associations in that state.

The ever interesting and vital question of the taxation of forests was discussed at the concluding meeting of the conference on Friday afternoon. Dr. B. E. Fernow spoke on the principles underlying the taxation of forests; Prof. F. R. Fairchild of Yale, discussed the taxation of forests in America and abroad, and Prof. Charles J. Bullock of Harvard, gave his ideas on practical plans for taxation in New Hampshire and Massachusetts. The other foresters and lumbermen present joined in the discussion, which, while it resulted in the enlightenment and instruction as to ways and means, of all who were present, did not reach any definite conclusion as to the best way to overcome existing difficulties.

In the evening at the Crawford House, Philip W. Ayres, forester of the Society for the Protection of New Hampshire forests, gave an illustrated address on the forests of the White mountains.

Wants Maple Dimension

A concern located in New York City writes HARDWOOD RECORD office asking to be supplied with the names of manufacturers of maple dimension stock. HARDWOOD RECORD has supplied such information as is available and if any other concern desires to be put in touch with this party it is only necessary for it to address a letter to this office making that request.

Indiana Lumberman Married

Word has been received from Crawfordsville, Ind., that Henry LeRoy Burkholder of Crawfordsville was married to Miss Olive Lisse at the home of the bride in Coushatta, La., on Wednesday morning, Aug. 21.

Mr. Burkholder is the son of Samuel Burkholder of Crawfordsville, who is not only well known locally but is prominent in Indiana lumbering circles, and is an active exponent of the application of conservative forestry ideas in the state. Mr. Burkholder, Jr., has made his home at Homer, La., during the last year where he has been employed in the lumber business. The couple will be at home in that place after Sept. 21.

To Manufacture Hardwoods

The Yellow Poplar Lumber Company of Coal Grove, O., announces that it has purchased extensive timber areas on which grow oak, chestnut and basswood and that in addition to its enormous output of poplar, which has been the bulk of this company's manufacture, it will saw these woods. The concern is making a specialty now of quartered white oak for which it has a splendid source of supply of virgin white oak timber. The company will specialize from now on in white oak as well as poplar.

Woods to be Exhibited

A feature of the Western North Carolina Fair which is scheduled for Oct. 8 to 11 at Asheville, N. C., will be an extensive exhibit of forest products as submitted by manufacturers from various parts of the state.

It is hoped that the exhibit will contain a collection of various important commercial trees from North Carolina in the form of lumber. An effort is being made to have manufacturers lay aside unusually good specimens of their products for exhibition purposes. They are requested to consider such qualities as width, figure and clearness.

A prize will be offered for the best individual exhibit of plain and figured stock, both for the best single board and the best collection. This plan is more or less of an innovation, and if carried out on a more extensive basis in other localities, it should go a long ways toward correcting the abuses which are constantly burdening the lumber trade.

Ties Scarce in Australia

The state of New South Wales, Australia, through its Department of Works recently issued a requisition for a large supply of railway ties to be used in connection with an extension of the railroad line between Wagga and Tumbarumba. Over seventy thousand ties will be required, and in spite of the fact that this has been given wide publicity, no offer has as yet been received to supply them.

This would seemingly indicate that the local supply of hardwood is getting low. Hardwood ties running into the hundreds of thousands have annually been exported from New South Wales to other states, and the question of where to secure a sufficient quantity to meet local demand is puzzling the officials. This condition prevails in spite of the fact that reforestation and conservative cutting are thoroughly carried on in the state. The lack of bids on the tie order seems more surprising in view of the fact that the line is owned and operated by the state government.

New Virginia Development

The Tyco River Development Company is the style of a new corporation just organized at Lynchburg, Va. The concern is capitalized at $300,000 and was organized for the purpose of developing an area of approximately 10,000 acres of timber holdings, consisting mainly of high-grade hardwood. The new concern will immediately install mills and all accessory machinery for the manufacture of its timber.

Philadelphia Concern Completes Improvements

It is announced in Philadelphia that the Haddock-France Lumber Company has now completed all improvements which have been going on at Mt. Sterling, N. C. The additions will increase considerably the capacity of the company's mill at that point. In addition to the plant equipment, the company has purchased steam skidders and also erected two dry-kilns. The old method of conveying the lumber from the Mt. Sterling mill to the Tennessee and North Carolina Railway, two and a half miles away, was by an inclined railway. It is hoped, however, that in the near future a spur line will be constructed, bringing the railroad much nearer the mill. The benefit of this improvement is apparent.

The mill at present is cutting hemlock, poplar, chestnut and basswood from its own timber, which is of high quality. The company reports that piano manufacturers are taking a great deal of chestnut.

Lumbermen's Underwriting Alliance Shows Good Record

The semi-annual statement covering the first six months of the year, as submitted by the Lumbermen's Underwriting Alliance of Kansas City, Mo., calls attention to a very favorable showing made during this period. Losses aggregating but $61,085.11, a little over one-fifth of the earned premiums were recorded. After returning to subscribers savings amounting to $94,541.16, the surplus and re-insurance reserve was increased from $607,386.67 on January 9, 1912, to $674,148.29, July 9, 1912.

Adjustment expenses during the six months mentioned were $288.63. For the fiscal year of 1911 they were less than a half of one per cent of the yearly premium deposited.

Bulletin No. 56, issued by the Alliance, under the same date as its statement, says that the general fire loss ratio of the United States and Canada showed a downward tendency in June, the total amounting to a little more than $16,000,000 for the month. This is the lowest monthly record for the year, and is more than four million dollars below June, 1911, and May, 1912.

This does not apply, however, to lumber property losses, as the losses in lumber manufacturing plants during June aggregated $2,512,000, more than double the total for May, and nearly an eighth of the loss for the entire country. The unusual early heat and drought in the Northwest and in Canada brought many heavy losses in these sections.

The chief hazards of the late summer and fall are dry weather and labor shortage. Electrical storms are also frequent during this period. As a remedy against the first evil, premises should be plentifully sprinkled, thus robbing sparks of their power to do mischief. Of course close watching by night watchmen will very materially help to keep down the fire hazard. The question of depleted forces is a serious one, particularly in the South where it will probably continue until the cane and cotton crops have been gathered. With shortened help, the first necessity is to so divide the responsibility that each department will co-operate, thus minimizing the chances of fire starting. The constant danger of fires at quitting time has lead a number of companies to detain one man after all the others have gone to make a thorough inspection of the entire premises. This has proven extremely advantageous. Of course the question of cleanliness and the absence of sawdust and refuse of various kinds, as usual commands a considerable portion of the bulletin. The absence of any material of this nature would be a very successful preventative of incipient blazes.

Such other suggestions as drilled fire departments are also contained in the bulletin, and the methods and accomplishments of various large concerns operating on this basis are given. Hydrants and the proper form of nozzle are also spoken of. Speaking of the nozzle, one of the inspectors for the Alliance says that the spray nozzle has decided advantages over the ordinary nozzle throwing a solid stream. The advantage of this type of nozzle is particularly evident in putting out incipient blazes as it does not

scatter the fire. It is recommended that all inside hydrants have spray nozzles.

In closing the bulletin gives a list of July lumber property fires, showing various causes, estimate of loss, etc.

Southern Loggers to Meet

The Southern Logging Superintendent's Association will hold its regular annual convention at the Hotel Grunewald, New Orleans, La., on Monday, Tuesday and Wednesday, Sept. 23, 24 and 25.

The association was organized in September, 1910, and has a membership consisting of logging superintendents whose employers have seen the value to their operations of such meetings of practical men to discuss every phase of the logging business from a working standpoint. The discussion includes new methods, devices and improvements, and in many instances has resulted in considerable saving to logging operations by reason of the employment of ideas gotten at the meetings.

Fancy Designs in Oriental Furniture

The manufacturer of oriental teakwood and Japwood furniture employs various and intricate artistic designs in making up these articles. The lotus and iris are popular designs for ladies' dressing-tables and in such articles the handles are often formed by part of the hand-carved flower itself. Japanese owls with ivory eyes, the famous Ho-wo bird, the carved Greek key border, dragons, cloud effects and similar intricate and mysterious designs are favorably considered by users of these expensive articles.

In teakwood, the curio cabinet is the popular piece. In this line filigree work is often indulged in by the most patient of the carvers. Detailed patterns are worked out in these instances which have remarkable effect upon the soft tones of the woods. From the size and general design of the cabinets they would easily take the place of the usual china closet.

Lacquer finish is often employed in the manufacture of teakwood goods, although the regular finish seems to be more generally preferred. Stands of teakwood are often found with porcelain tops and inlaid designs. The effect of this combination is remarkable. Turkey supplies numerous beautiful taborets made from Damascus wood. They are both inlaid with mother-of-pearl and plain. These and many other designs and ideas of house finishing are carried by the Orientals in such a way that many of the articles can be easily harmonized with more apparently modern pieces of furniture.

A Growing Business

A prominent, but not often heard of industry in Memphis, Tenn., is the manufacture of boat oars. Recently there was shipped from that city three carloads of oars which were consigned to the East coast of Africa. This shipment was but one of many which are made annually from the same source. One of the Memphis concerns manufacturing these articles has a contract with the British navy whereby it makes practically all of the oars used by the British government. The ash growing in the vicinity of Memphis has proven particularly well adapted to oar manufacture.

Why the Locust Leaves are Dying

Communication from the Forest Service, dealing with the question of the disease which is affecting the leaves of the yellow and black locust, tell of the cause of the drying up and early death of this foliage.

The condition is caused by the locust leaf beetle, and is most apparent in Virginia, Maryland, Pennsylvania, Ohio and West Virginia. A comprehensive study of its work has been carried on by the Forest Service for the past twenty years. Observations have shown that the drying up of the locust leaves has occurred every summer. There does not seem to be any permanent detrimental effect from the ravages of the insect as the trees usually come out green the following spring.

The beetle is yellowish in color and flat, and spends the winter among the leaves and litter on the surface of the ground. In early May it attains wings, thus flying to the leaves on which it deposits its eggs. In a very short time these eggs hatch and the larvae coming from them feed upon the upper and lower layers of the leaves, causing the injuries which soon become apparent. When these larvae have finally attained the adult stage, they feed on the leaf itself, consuming everything but the veining.

Civilized Alaska

The popular conception of Alaska is that that country is a vast wilderness practically without development. That it enjoys many of the luxuries in common use in the United States is evident from occasional communications. One of the most recent incidents tending to prove the advanced state of development is brought to notice by the Knox Automobile Company of Springfield, Mass. This concern has recently furnished a two-ton truck for operation on a stage line which formerly required from 350 to 500 horses to operate. It is believed that better and more economical service can be secured by motor trucks. The route runs from the northern terminus of the White-Pass & Yukon Railroad to Dawson bearing and during the closed season it follows along the Yukon river. The roughness of the route combined with many steep grades calls for a vehicle of great strength and power, but so far the auto truck has stood up under the service remarkably well.

Spanish Box Business

A report from a consul at Barcelona, Spain, states that millions of wooden boxes are used every year in the export of fruit and vegetables from ports in the Barcelona district. The report further says that some of these boxes are received in pieces and put together locally while others are made in local factories.

Notice is contained in the report that a New York concern has opened a branch in Barcelona, and has acquired the right to manufacture and sell in Spain boxes made under the patent held by the American company. It is claimed that these boxes will effect a material reduction in the quantity of wood used, and also a reduction in the weight of the container, and that an increase of strength will also be attained.

The capital of the company is $90,000. No comment is made on the nature of the box referred to, but it presumably is a wooden box of some patent design.

The Coming Toledo Concatenation

It is announced in Toledo that a concatenation will be held on Sept. 9, at which time applicants from Toledo and Northwestern Ohio will be initiated in to Hoo-Hoo.

Judging from the number of kittens the concatenation will be one of the largest ever held in Toledo. An elaborate program has been arranged and the concatenation will embody various original and interesting features.

Yew Timber in Favor

According to a London contemporary, the demand for the timber of the yew is so great that the call exceeds the visible supply of this wood. The article states that large consumers are sending long distances for supplies of even small trees in small numbers. The yew trees are always scarce, but in many instances, owing to lack of information, owners of these trees have not been able to find a market for them, and have used them for firewood.

Yew wood is very heavy and beautifully grained and colored. It is of a pleasing pink shade, and is largely used for veneering purposes. It is turned into bowls, dishes, expensive toys and various household utensils. The wood has unusual lasting qualities, and is particularly close grained and susceptible of a high polish. The tree is of slow growth wherever planted, but observations seem to have proven that it attains its best proportions on chalk.

Fumed Oak Is Popular

The American standard of fumed oak furniture is conspicuous in all show-rooms and exhibitions this season. There is no question but that it holds the most popular position of all furniture made of oak. While early English and old English oak are still somewhat in evidence, and while there are still a comparatively few samples of natural finished oak, the fumed finish is gaining in popular favor constantly. Golden oak seemingly has seen its best days and is usually found now only in the cheaper lines.

A furniture journal avers that there are two extremes offered in finishes, namely, the light enamels ranging from gray to white, and dark finishes. In the latter case one manufacturer has attempted to market lacquered stuff. It seems there is a tendency towards a reaction from such extremes in finishes.

The same writer is of the opinion that reaction against the darker colors has also made itself manifest on the Continent, and states that while manufacturers there are not attempting to do away with the soft shading which can only be secured through the fuming process, the color of the natural wood is now being more nearly preserved than was once the case.

Meeting of Canadian Foresters

The fourteenth annual meeting of the Canadian Forestry Association will take place at Victoria, B. C., Sept. 4, 5 and 6. Sir Richard McBride, premier of the province, and the Hon. W. R. Ross, minister of lands, will both deliver addresses before the delegates. It is expected that a general discussion and the various addresses will cover all questions of national scope, of interest to Canadian foresters. The usual entertainment features will also be provided for the visiting foresters and their wives and families. Judging from the program and preparations the meeting should be a distinct benefit to those attending.

Hardwood Flooring Requirements

A requisition has recently been sent out by the Western Electric & Manufacturing Company of East Pittsburgh, in which it states its intention of purchasing 53,000 feet of 1¼" x 4", S1S tongued and grooved to 1⅛" x 3¼" No. 1 end matched hard maple flooring. The flooring must be inspected according to the rules of the National Hardwood Lumber Assocation, although the company makes the exception that if possible seventy-five per cent must be over 8 feet and the balance not under 3 feet. It has also suggested that if concerns can not quote on the length specified, they can quote on standard lengths. Delivery is desired at the Western works between Dec. 1 and Dec. 15, 1912.

Season's Effect on Durability

According to the Scientific American, timber cut in spring or in summer is not as durable as that cut in winter, when the life processes of trees are less active. Scientific investigations sustain this statement. The durability depends not only upon the greater or less density but also upon the presence of certain chemical constituents in the wood. Thus a large proportion of resinous matter increases the durability, while the presence of easily soluble carbohydrates diminishes it considerably.

During the growing season the wood of trees contains sulphuric acid and potassium, both of which are solvents of carbohydrates, starch, resins and gums; they are known to soften also the ligneous tissue to a considerable degree. During the summer months the wood of living

trees contain eight times as much sulphuric acid and five times as much potassium as it does during the winter months. The presence of these two chemical substances during the growing season constitutes the chief factor in dissolving the natural preservatives within the wood and in preparing the wood for the different kinds of wood-destroying fungi, such as polyporous and agaricus. The fungi can thus penetrate more quickly and easily into the interior of the wood when these wood gums are already partly dissolved and available for their own immediate use.

From this standpoint is seems that the best time to cut down the tree is in the winter, when sulphuric acid and potassium are present to a much smaller degree, and the fungi will not be assisted in dissolving the natural preservatives in the wood. The amount of wood gum is always less and more easily soluble in sapwood than in heartwood.

Delay in Timber Workers' Trial

Word comes from Calcasieu Parish, La., that the trial of the timber workers held for various charges in connection with the recent atrocities at Grabow will not take place before November. It seems that the Supreme court has ruled that the district judge can not call a session to try felony cases during vacation time. The next term of the court will be in November, and in the meantime the public sentiment against the men in jail will probably have time to cool off somewhat, and they will have a better opportunity of preparing their cases with a much better chance of escaping from just punishment for their atrocious crime.

Miscellaneous Notes

The Shull Furniture Manufacturing Company has been incorporated in Philadelphia with a capital stock of $25,000.

The Grand Rapids Lumber Company, Grand Rapids, Mich., has increased its capital stock from $250,000 to $500,000.

The Talbot Furniture Company, Nashville, Tenn., has been incorporated with an authorized capital stock of $25,000.

The West Branch Table Company, Watsontown, Pa., has been incorporated with an authorized capital stock of $50,000.

The Thurston Timber Land Company, Estes Mills, Me., has been incorporated with an authorized capital stock of $125,000.

The Fulton Street Furniture Company, Grand Rapids, Mich., has been incorporated with an authorized capital stock of $500,000.

G. N. Johnson & Sons of Le Rayville, Pa., have been succeeded by the Le Rayville Furniture & Toy Manufacturing Company.

Fire recently destroyed mill No. 2 of the W. M. White Company, Boyne City, Mich., entailing a loss estimated at $50,000, partially covered by insurance.

J. C. Campbell of Marion, Va., is planning the erection of a big sawmill at Black Mountain, N. C., which mill will have a daily capacity of 100,000 feet.

The Century Cabinet Company recently started business at Ft. Plain, N. Y., with $100,000 capital. This company will manufacture furniture and cabinets.

The Gulf Pulp Wood Company, Apalachicola, Fla., has been incorporated with a capital stock of $100,000. The new company will manufacture pulp wood, lumber, etc.

The Sterling Manufacturing Company, manufacturer of agricultural implements Indianapolis, Ind., has been incorporated with an authorized capital stock of $100,000.

The Thompson Parlor Furniture Company, Marietta, O., has recently started operations in that place for the manufacture of furniture. The concern has a capital of $10,000.

The Northern Veneer Company, Houlton, Me., has been incorporated with a capital stock of $25,000. W. H. Trafton of Caribow is president and treasurer of the new company.

W. K. Miller & Sons, Madison, Ind., have been incorporated with a capital stock of $30,000. The directors of the new company are W. H. Dean and L. and Earl K. Miller.

The Denman Lumber Company, Pittsburg, Tex., has been incorporated with a capital stock of $7,500. The incorporators are T. L. Denman, R. F. Lindsay and E. S. Lilienstern.

The E. L. Wooley Lumber Company, Shamrock, Tex., has been incorporated with a capital stock of $20,000. The incorporators are E. L. Wooley, A. J. Laycock, J. T. Close and others.

The Kimball Lumber Manufacturing Company, manufacturer of hardwood and cypress lumber, St. Louis, Mo., contemplates the erection of a planing mill, flooring mill, dry kilns, etc., at Lanark, Ark

The Hammond Lumber Company, McAllen, Tex., has been incorporated with a capital stock of $20,000. The incorporators are H. M. Hammond and H. L. Givens of McAllen and F. E. Hammond of San Antonio, Tex.

Floyd, Day & Co., Jackson, Ky., recently took over the extensive tract of poplar stumpage in Letches county, Kentucky. This concern will immediately begin the erection of a modern sawmill to exploit the timber.

Stockholders of the Michigan Oak Flooring & Interior Finish Company, Pontiac, Mich., recently petitioned the circuit court for a receiver. The assets of the company are placed at $16,000, outstanding debts, $7,500 and stock $23,000.

The West Virginia School Furniture Company of Huntington, W. Va., has begun the installation of a new power plant which will contain a considerable quantity of new wood-working machinery and will be supplemented by a new dry-kiln.

The Cadillac Veneer Company, Cadillac, Mich., has made repairs and improvements tending to increase the capacity of its plant. Among other changes has been the installation of a new planer which will increase the output of the factory.

It is announced from Oconto, Wis., that both the Holt Lumber Company and the Oconto Lumber Company have ceased night operations which they have been carrying on for four months, and will confine their work to day shifts entirely.

The Bowies Lumber Company, New Orleans, La., recently purchased the properties of the J. C. Reeves Cypress Lumber Company, including a single band sawmill and 18,000 acres of cypress land estimated to contain 120,000,000 feet of cypress timber.

The Standard Red Cedar Chest Company, Altavista, Va., has been incorporated with a capital stock of $10,000 to $25,000. The officers of the new company are J. E. Lane, president; E. H. Lane, vice-president, and P. F. Hardison, secretary and treasurer.

Hyatt Brothers is the style of a new lumber company of recent origin at Cumberland, Md. W. H. Hyatt and J. B. Hyatt are the principals of the new company which is organized to do a general wholesale business and has offices in the Cobb building.

Jas. E. Stark & Co. of Memphis, Tenn., recently closed with W. R. Burton & Co. of that city for a considerable area of virgin timber in Lee county, Arkansas. The timber is located in the St. Francis valley and contains trees of unusual size and quality.

The Hawthorne Lumber & Supply Company, Hawthorne, N. J., has been incorporated with a capital stock of $25,000 and will do a general lumber and wood-turning business. The incorporators are H. G. Booth, J. W. Booth, C. Auerbach and F. M. Auerbach.

The Myakka Land Company of Warren, Pa., has been incorporated with an authorized capital stock of $20,000 for the purpose of dealing in timber and manufacturing lumber in the state of Florida. The incorporators are F. P. Hue, G. H. Duham, W. N. Lindsey and A. J. Hazeltine, all of Warren, Pa.

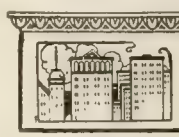
The Lake Independence Lumber Company is the style of the concern which recently purchased the holdings and the sawmill equipment plant of the Northern Lumber Company, Marquette, Mich. It is understood that the new concern is controlled by the Brunswick-Balke-Collander Company, and that its operation will be largely in the interest of that concern.

The King Lumber & Cedar Company is the title of a newly organized company at Escanaba, Mich., of which W. H. King is the head and A. F. Aley superintendent. The company has purchased a large tract of timber in Luce county, and active lumbering operations have been commenced. The company has timber in sight to continue operations for eight years.

The St. Joseph Furniture & Manufacturing Company, St. Joseph, Mo., has been incorporated with a capital stock of $60,000. The principal stockholders are Howard C. Varner and Paul Shwierchinski. The new company will occupy the building on South Ninth street formerly occupied by the Talge Lounge Company, which has removed to Omaha, Neb. It is announced that the new concern will be open for business about the middle of September.

The John R. Davis Lumber Company of Phillips, Wis., has been transferred to Kneeland & McClurg of Milwaukee. The Milwaukee firm has purchased all the timber lands and the entire plant and equipment of the Davis Company. Arrangements have been made with the Michigan Trust Company for all bonds necessary to finance the new proposition. The successful sale of these bonds will probably result in an increase in the equipment at Phillips through the addition of a new sawmill.

Charles A. Phelps of Grand Rapids, Mich., recently sold for the Huron Bay Lumber Company 12,000 acres of timber lands in Baraga county to the Marshall Butters Lumber Company of L'Anse, Mich. The Marshall Butters Lumber Company was recently organized and capitalized for $1,500,000, and in addition to the Huron Bay lands has purchased tracts from the Silver River and L'Anse Lumber companies totaling about 31,000 acres with a total stumpage estimated at 350,000,000 feet of mixed hardwoods. The company will build a mill capable of cutting 30,000,000 feet of lumber annually, and is also considering the erection of an iron furnace and chemical works.



Hardwood News Notes



CHICAGO

HARDWOOD RECORD office was recently visited by Turner R. Clendinen, formerly of the Missouri Land & Manufacturing Company of Atchison, Kan. Mr. Clendinen is now of the Turner, Day & Woolworth Company.

J. S. Stearns, of the Stearns Salt & Lumber Company of Ludington, Mich., stopped in Chicago on Aug. 16 while passing through on a business trip.

M. L. Pease of the Galloway & Pease Company of Saginaw, Mich., spent several days with the local trade last week.

W. M. Hopkins of the Theodore Fathauer Company has just returned from an extended trip to the Pacific coast. Paul C. Smith, superintendent for the Fathauer plant in Arkansas, was a recent Chicago visitor.

E. E. Taenzer, formerly of the Darnell-Taenzer Lumber Company of Memphis, Tenn., but now in business for himself in that city, spent several days of last week with the local trade.

H. C. Miller of the Hardwood Mills Lumber Company has just returned from a vacation of several weeks' duration which he spent in Wisconsin.

P. J. Attley of the Ross-Attley Lumber Company of Helena, Ark., has just been blessed with a new son.

A. J. Tipler, manager for the Forest City Manufacturing Company and the G. W. Jones Lumber Company's plant at Forest City, Ark., spent several days last week in Chicago.

A. H. Ruth, Chicago manager for the G. W. Jones Lumber Company, whose headquarters are at Appleton, Wis., has just left for a week's trip in Wisconsin. Mr. Ruth will spend several days at the northern mills and then will devote the rest of the week to Appleton.

R. E. Thompson of the Thompson Hardwood Lumber Company of Cincinnati, O., was in the city a few days last week.

A. W. Lucas of the Lucas Land & Lumber Company of Paducah, Ky., spent a few days in Chicago last week on a hurried business trip through this territory.

Frank F. Fish, secretary of the National Hardwood Lumber Association with offices in Chicago, has been on a trip through Canadian points for several weeks. Mr. Fish's journey is in the interest of the association.

A. C. Linderman of the Linderman Machine Company of Muskegon, Mich., spent a short time in Chicago last week, accompanied by the company's Canadian manager, Frank C. Chester.

J. R. Young of the Lumbermen's Underwriting Alliance of Kansas City, Mo., stopped off in Chicago last week for a day on his way to northern Minnesota points.

H. F. Weiss, assistant director of the Forest Products Laboratory at Madison, Wis., stopped off in the city last week on his return from an extensive trip which took him through the western states.

Owen M. Bruner of the Owen M. Bruner Company of Philadelphia, Pa., paid the city a short visit the early part of last week en route to the Pacific coast. This firm is one of the big concerns of Philadelphia.

NEW YORK

A special meeting of the creditors of the Chas. R. Partridge Lumber Company of Jersey City, N. J., which was recently petitioned in bankruptcy, was held before Referee Geo. R. Beach in Jersey City on Aug. 12. One of the objects of the meeting was to consider a bid received by the trustees from a committee of creditors of $105,187.09 for all the assets of the company. At the meeting, however, two additional bids of similar character were presented, amounting to $110,000 and $112,500, respectively. R. W. Higbie, chairman of the committee of lumber creditors, presented a report containing a suggestion that the meeting be adjourned for ten days, and that unless a bid of at least $125,000 was received, the assets be sold at public auction. The suggestion on vote was lost, but the referee decided to adjourn the meeting one week, at which time he decided he would accept the highest bid rendered up to that time. The total assets are estimated at $269,421.29, against which there is a mortgage of $44,000, leaving net $225,421.29.

S. E. Slaymaker & Co., selling agents for the West Virginia Pulp & Paper Company's lumber department of Cass, W. Va., have just closed a deal with Dickey & Campbell of Black Mountain, N. C., for their entire cut of spruce to be manufactured by them at their new plant at that place. Messrs. Slaymaker & Co. will distribute these products together with the West Virginia Pulp & Paper Company stocks. The Dickey & Campbell operation will cut 25,000,000 feet a year through a fine modern sawmill at Black Mountain from the large holdings of the company of the famous smoky mountain range spruce. Messrs. Slaymaker & Co. are also handling the output of hemlock manufactured by the Honaker Lumber Company, Honaker, Va., amounting to 75,000 feet.

J. W. Hubbard of the Rice & Lockwood Lumber Company, Springfield, Mass., and 1 Madison avenue, passed through here Aug. 10 on a trip to the North Carolina mills with which his company is connected.

A. L. Stone of the Nicola, Stone & Myers Company, Cleveland, O., arrived in port during the fortnight after a pleasure trip of several weeks abroad.

P. J. Feitner of the Hoban-Hunter-Feitner Company, with wholesale cypress yards at Chapman's Dock, Brooklyn, returned last week from a trip to all the leading cypress manufacturing points in the Gulf states. His company has its usual large supply of cypress in excellent shape for the fall market.

The Provincial Lumber Company, Ltd., is the name of a new company recently organized in this city to conduct a general wholesale business, with offices at 71 Beaver street, Manhattan. The company will be under the management of Geo. E. Deming, for many years identified with the wholesale trade of the district. Other officers of the company are Geo. McKean, a large lumber operator of St. Johns, N. B., and Wm. E. Golding of St. Johns, N. B.

The West Farms Lumber Company has been incorporated to operate at 174th street and West Farms road, Borough of Bronx, to succeed to the business of the Mott Haven Lumber Company previously carried on at that point. The corporation is capitalized at $10,000.

BUFFALO

The state college of forestry at Syracuse is about to buy a few acres of waste land in southwestern New York, probably in Chautauqua county, to show what may be accomplished in forestry. Other similar tracts will be bought in different parts of the state. This work is in line with the program of the State Conservation Commission, which has done much to encourage reforesting waste lands.

W. H. Sullivan is here from Bogalusa, La., the guest of his brother, F. M. Sullivan. He reports that the big Louisiana mill of the Great Southern Lumber company is crowded with orders.

F. T. Sullivan has been making an eastern trip for a week or two in the interest of Hamilton H. Salmon & Co., whose yard here he has now fitted up with a good stock of hardwoods.

George Miller of O. E. Yeager's staff, is taking a vacation in Canada, expecting to do a little automobiling while away. The new office at the Yeager yard looks very much improved since the recent fire.

G. Elias & Bro. were successful competitors for furnishing timber and planking for the western division of the state canals.

The Standard Hardwood Lumber Company will be settled in its new office on Baitz avenue the latter part of this month, the work of erection having taken much of the past few weeks.

The Buffalo Hardwood Lumber Company is bringing forward large shipments of dry oak, and states that trade, while not brisk, is coming along in a steady and satisfactory manner.

Horace C. Mills of the firm of Taylor & Crate, has been taking a brief vacation, spending several weeks in the neighborhood of Quebec.

Anthony Miller reports a very fair trade at his big Eagle street yard. He has a large assortment of stock there, much of it having been brought in recently from the South and Canada.

PHILADELPHIA

The J. S. Kent Company reports a liberal trading for the season of the year, with the outlook encouraging. Arthur W. Kent, secretary and treasurer, has gone to Buffalo, where his family has been spending the summer, for a two weeks' vacation. Thomas B. Hoffman of the hardwood department is in West Virginia looking for stock.

J. Randall Williams, Jr., of J. Randall Williams & Co., was elected a member of the board of directors of the Philadelphia Wholesale Lumber Dealers' Association, to succeed Charles J. Coppock, who has resigned and gone South.

As usual Schofield Brothers make no complaint of a lag in business, inquiries coming in freely. The family of John H. Schofield is summering at Ocean City, N. J.; Robert W. Schofield is at Chelsea, N. J., and Frank E. Schofield and bride are at Kennebunk, Me.

Charles K. Parry of Charles K. Parry & Co., says summer trading has given satisfaction. Frank T. Rumbarger has been engaged by them as salesman to cover part of Philadelphia and eastern Pennsylvania.

David J. Scott of West Chester, Pa., father-in-law of Robert G. Kay, the popular lumberman and president of the Kay Lumber Company, died on Aug. 6. The deceased was eighty-five years old.

Ben C. Currie of Currie & Campbell makes no complain of relaxed business. J. H. Campbell is at the mill in West Virginia battling for stock.

John Halfpenny is now established in the large offices of the Berwind Lumber Company, whose output he also handles.

C. B. Farr, vice-president of the Central Pennsylvania Lumber Company, Williamsport, Pa., died Aug. 18. He was sixty-six years old.

The New York Hardwood & Tie Company of America, Wilmington, Del., was incorporated under Delaware laws, Aug. 12, with a capital stock of $100,000.

The Baldwin Locomotive Works has booked an order for ten locomotives for the Chicago & Western Indiana Railroad. Among the recent scattered orders received are two for the Mississippi & North Arkansas Railroad, one for the Escanaba & Lake Superior Railroad, and one for the Gray Lumber Company.

PITTSBURGH

J. N. Woollett, president of the Aberdeen Lumber Company, is on his annual three weeks' buying trip in the South and Southwest. His orders and advance prospects are good, and he will need a lot of cottonwood and gum this fall to supply his trade.

The Duquesne Lumber Company is making a heavy cut at its new mill at Braemer, Tenn. Sales Manager G. C. Adams has just gone down to the plant to look over operations.

C. W. Cantrell, city sales manager of the Germain Company, is getting some splendid business this month from the railroad and car

companies. He thinks the outlook for fall trade is exceptionally good.

The Greensburg Swing Company has bought the old factory of the Parr Wagon Works at Greensburg, Pa., and will remodel the plant at once to give it a capacity of 30,000 swings a year. It will add a line of porch furniture to its manufacture this fall.

E. V. Babcock of E. V. Babcock & Co., is devoting much time this summer to his splendid country estate, "Vosemary," near Valencia, Pa. He has it stocked with thoroughbred Holstein-Friesans, the best poultry to be found, and fine horses and is making good headway in the cultivation of alfalfa as well as raising banner Pennsylvania crops.

The Pittsburg Hardwood Door Company, which is now located in its new plant at Thirteenth and Pike streets, is carrying the largest assortment of hardwood doors to be found east of Chicago. In spite of the fact that Pittsburgh building has been very slow all summer, its general business has been good and it notes a steady gain in optimism among lumber buyers.

The Acorn Lumber Company, which is handling a large amount of hardwood this year, reports prospects fine. Its president, H. F. Domhoff, is in the Northwest on a buying expedition. H. W. Henninger of the firm recently made a very successful trip among the mills and plants of West Virginia.

The Union Lumber Company, which started in business a few months ago at 516 Federal street, is getting under fine headway. It will make a specialty of mahogany, walnut, cherry and other fine woods for furniture and cabinet makers.

BOSTON

The plant of E. H. Mahoney & Co., chair manufacturers, Gardner, Mass., was recently damaged by a fire which started in the paint shop. The loss is estimated at about $5,000.

Joseph Moore of the Bridgeport Wood Finishing Company, who has been in the New York office of this company, will in the future be located at the Houston, Tex., office of the company.

Riccio & Cross is the name of a new firm formed in Bristol, Conn., for the purpose of carrying on a wood-turning business.

The cooperage shop of Thomas E. McKay, Onset, Mass., has been destroyed by fire. A large stock of barrels was burned.

The building going on in Boston at the present time is of good size. There are several large office buildings in process of construction, which will call for considerable interior hardwood finish.

BALTIMORE

Because of unforeseen delay Secretary J. McD. Price of the National Lumber Exporters' Association, did not get away on his annual trip to members of the organization and lumber exporters generally until August 13. Various additions to the membership are expected as a result of the trip.

Thomas J. Shryock & Co., well known wholesalers and manufacturers of white pine and hardwood, with yards and office at Thames and Philpot streets, has been incorporated under the laws of Delaware with a capital stock of $200,000. Gen. Thomas J. Shryock is president of the company, George F. M. Hauck, vice-president and general manager, M. C. Skinner, secretary, and John E. Reese, treasurer. In addition to these officers, the board of directors includes George R. Willis, a prominent attorney here. There will be no change in location or in methods, the business going on exactly as in the past.

G. S. Briggs, president of the G. S. Briggs Lumber Company of Norfolk, with an office in Baltimore, filed a personal petition in bankruptcy in the United States court at Norfolk, Va., on Aug. 16. He placed his liabilities at $149,553.10 and his assets at $134,499.40.

The hardwood firm of Richard P. Baer & Co. on Nov. 1 will move its offices from the Keyser building to the eleventh floor of the tower of the Maryland Casualty Company's building, Baltimore street and Guilford avenue. The new location will afford nearly double the floor space, and will have a private corridor, besides various other conveniences.

Baltimore lumbermen are greatly interested in the recent action of the Interstate Commerce Commission, suspending increases in freight rates from states east of the Mississippi river and south of the Ohio and Potomac rivers to Washington, Baltimore and other points in the North and East. The increases ranged from one to two cents per one hundred pounds, varying with the kind of lumber and the length of the haul. The matter will come up for a hearing some time in the near future.

COLUMBUS

The Louisiana Cooperage & Land Company of Toledo, O., has been incorporated with a capital stock of $50,000 to do a general cooperage business. The incorporators are S. P. Shelby, Charles S. Shelby, John Peach, Lawrence T. Conway and J. Y. Todd.

H. E. Wentz, formerly connected with the W. M. Ritter Lumber Company and also the John R. Gobey Lumber Company of Columbus, has taken the position as representative for the William Buchanan Manufacturing & Wholesaling Company of Texarkana, Ark. Mr. Wentz will travel in Ohio and make his headquarters in Columbus.

R. W. Horton, sales manager of the central division of the W. M. Ritter Lumber Company, says trade in all lines of hardwoods has been extremely active during the past two weeks. There has been a great improvement in the lower grades of stocks. Dry stocks are still light, although the mills are working on full time. Stocks in the hands of retailers are also light.

R. W. Horton of the W. M. Ritter Lumber Company has returned from a business trip in western Pennsylvania.

L. B. Schneider, sales manager for the John R. Gobey Lumber Company, says the hardwood market is active and prices are well maintained. The demand is increasing right along, and he looks for higher prices in the near future.

TOLEDO

Robert G. Foster, who for the past forty years has been superintendent of the Toledo Bending Works, died recently at his home in this city, aged seventy-two years. He is survived by an adopted daughter, Mrs. Bernice Chilcote, and a sister who lives in New Hampshire.

A large quantity of valuable hardwood lumber was destroyed when the Gottshall Manufacturing Company's heading, hoop and stave plant was burned Aug. 7. The main portion of the yards was saved, but the loss amounted to about $17,000, partially covered by insurance.

R. G. Ewing, local real estate broker, has been asked by C. M. Buford of the Missouri Senate, to assist in the location of heirs to a tract of unimproved timber lands in Reynolds county, Missouri. The property awaits declaration of ownership by Channing White or his heirs and is worth approximately $50,000. The heirs were thought to be located at Toledo but have not yet been found. The last heard of Channing White was in 1860 when he gave Toledo, O., as his place of residence.

MEMPHIS

The weather in this territory recently has been reasonably favorable, although there are complaints from some parts of Arkansas, especially from the eastern section, regarding the excessive precipitation. The operator of one of the largest plants in eastern Arkansas stated today that conditions had not been favorable in that section for logging operations. He said that his own firm was well supplied with timber because it always kept a big stock on hand. He pointed out, however, that some of the other operators of sawmill plants had not been so fortunate as they were meeting with considerable difficulty in securing all the timber needed.

The rainfall in Mississippi and western Tennessee has not been as heavy as in eastern Arkansas, and reports received from sawmill operators here are to the effect that there is considerable supply of timber on hand. There is a steadiness about operations which is resulting in a large output of lumber. The fact remains, however, that with the demand so good, there is no particular accumulation. The amount of dry stock, as has been the case for a long time, is relatively small, being particularly so in reference to cottonwood, gum, ash and plain oak.

It may not be true that all of the lumber firms in Memphis have shown such a big increase in their business, but one prominent company says that its shipments during July were more than double the corresponding month last year, and its business thus far during August has shown quite as large a proportionate increase. There is scarcely a firm engaged in the hardwood business here which is not shipping a great deal more lumber than last year, and altogether the outlook is regarded as quite encouraging. The presidential election and other political conditions, have had no depressing effect so far, and developments up to this time have borne out the view of Memphis lumbermen to the effect that this will be a good year regardless of the threatened change in national administration.

Everything is assuming shape for the building of another bridge across the Mississippi river at Memphis by the Rock Island System to cost approximately $4,500,000. The amended bill which was before Congress during the past week has now become a law, and every obstacle which was in the way of the new structure has been removed. Therefore, it is expected that the work will be commenced at an early date. The bridge will have a way for wagons and pedestrians, and two steam railroad tracks. In addition to an expenditure of about $4,500,000 for the bridge and approaches thereto, the Rock Island System will spend about $2,000,000 in building new terminals at this point.

George L. Green has purchased $10,000 worth of hardwood timber along Black river near Newport, Ark. The buyer of this lumber recently purchased the hardwood mill of D. P. Whisnant and 2,000 acres of hardwood timberland lying close by. The new owner's intention is to make extensive improvements in the plant and resume operations as soon as these are completed.

The Southern Hardwood Lumber Company, a Tennessee corporation, has opened offices in Arkansas. The headquarters are at Marked Tree and S. P. Thompson is named as agent.

A rather unique shipment was made from Memphis some days ago. It included about three cars of boat oars to be used on the coast of Africa. Several such shipments are made from Memphis every year. The firm which manufactures these oars has an international reputation and, in addition to shipping to Africa, it manufactures practically all of the oars used by the British navy.

The Ashley, Drew & Northern Railway Company, which has a capital stock of $600,000, has been chartered under the laws of Arkansas. This is in effect a change of the name of the Crossett, Monticello & Northern Railroad Company, which

was incorporated sometime ago. The latter road was backed largely by lumber interests and the same is true of the new company. The road will run from Crossett to Monticello. There are prominent hardwood firms at both Crossett and Camden and there is a splendid timber section which will be developed by means of the new line.

The Scott County Land & Lumber Company has filed articles of incorporation at Waldron, Ark. The company has a capital stock of $20,000 and will engage in the handling of timber lands and in the manufacture of lumber. W. F. Ingham, J. S. Hill and others are the incorporators.

The Ransom Hardwood Lumber Company has started up its big sawmill in Arkansas. This company recently bought the mill operated by the Hempstead County Hardwood Lumber Company and has made extensive improvements on same during the past six months. It has also built a line of railway five miles in length for the development of its extensive timber land holdings.

J. W. Thompson of the J. W. Thompson Hardwood Company, Chicago, spent the week-end with his family here.

BRISTOL

The Tyro Development Company, recently organized at Lynchburg, Va., with a capital stock of $300,000 by R. G. Leftwich and associates of that city, is preparing to install a large mill in Nelson county, Virginia, on the Tyro river, where it has purchased an area of about 10,000 feet of high-grade hardwood timber.

The Paxton Lumber Company of this city reports business moving along well. The company has a larger output of stock since it put into operation its new mill at Charleston, W. Va., which is cutting a large amount of high-grade hardwood timber.

The Peter-McCain Lumber Company is about ready to start its band mill in Bristol, which has been idle about eighteen months, having secured several years cut of timber. The company is now finishing up the work of building a logging road in the Holston mountains to get out the timber. When this timber is exhausted it will begin the cutting of its new tract in Carter county, Tennessee, purchased from the Bradley interests of Bay City, Mich.

The Tennessee Lumber & Manufacturing Company of Pottsville, Pa., has closed down its band mill at Sutherland, Tenn., having finished the cutting of its timber in Johnson county. The company has a large amount of stock on hand in this section, and may purchase other timber and continue its operations in this territory.

LOUISVILLE

Leroy Olcott, who has been in the Memphis office of the Robe Lake Lumber Company, has been added to the Louisville staff of the W. P. Brown & Sons Lumber Company.

The Kentucky-Indiana Hardwood Company is now running its yard at Twenty-third and Standard avenue. The yard occupies an entire block, and is in charge of Herbert Bauman. The company has had good success thus far this season.

The mills of the C. C. Mengel & Bro. Company have been running day and night for several weeks, owing to the heavy demand for mahogany lumber, which seems to be considerably greater than the available supply. The demand for veneers is not so good, officers of the company report.

The Interstate Commerce Commission has suspended until Feb. 27, 1913, the Louisville & Nashville tariff instituting new regulations for the milling in transit of logs at Louisville, Nashville and Memphis. The tariff was originally suspended until Aug. 27 on complaint of Nashville lumbermen.

Harry E. Kline, superintendent of the Louisville Veneer Mills, and Miss Alice S. Napper of this city, were married in Louisville Aug. 17, and are now on a wedding trip which will be concluded about Sept. 1.

ST. LOUIS

Owing to the falling off of the revenue from inspections, due to the rainy weather, during the summer, and labor troubles, which curtailed the receipts of hardwood lumber at this point, an assessment has been levied on the members of the Lumbermen's Exchange to supply funds for immediate inspection expenses. As soon as business assumes its normal proportions, the receipts from inspection will take care of the running expenses.

J. S. Garetson of the Garetson-Gearson Lumber Company has returned from a trip to the mills of the company in the South. He will leave in a few days to join his family on the Pacific coast.

Charles E. Thomas of the Thomas & Proetz Lumber Company, who is away on his vacation, which he is spending on the Atlantic coast, will return home about Sept. 1.

MILWAUKEE

One of the largest deals that has been made in Wisconsin lumber circles for several years was consummated when Senator A. W. Sanborn, receiver for the John R. Davis Lumber Company of Phillips, received formal notification that a deal had been closed for taking up the option on the timber and plant of the Phillips concern by the Kneeland & McClurg Lumber Company of Milwaukee. A trust company from Detroit is to sell bonds to finance the affairs, which, if successful, will mean a new sawmill at Phillips for the manufacture of lumber. The John R. Davis Lumber Company is the million dollar lumber company that went into the hands of receivers last fall with liabilities to the amount of $750,000. Under the present deal the secured creditors will be paid one hundred cents on the dollar, and the unsecured fifty cents on the dollar.

The Wausaukee office of the J. W. Wells Lumber Company and the Wisconsin-Northwestern railway has been moved to the company's camp on the above named railroad. Louis R. Fehl is in charge of the office, camp, railroad books and the store.

The Mortenson Lumber Company of Wausau has resumed operations at its sawmill. The mill was closed down during the recent floods, which carried many logs down the stream when the booms broke. After the logs on hand have been sawed, work will be started in bringing back the logs swept away.

Two concerns of Oshkosh have filed papers of dissolution with the secretary of state, following the decision of the stockholders to disband. They are the Radford Millwork Company, of which C. W. Radford was the president; and the Jewell Company, of which Charles Nevitt was president.

The Ahnapee Veneer & Seating Company of Algoma is preparing to erect a concrete addition to its plant. A warehouse addition will also be constructed.

The Johnson Creek Lumber Company, which has a sawmill near Knowlton, has sold 1,500,000 feet of lumber to the John G. Lockhard Lumber Company of Sheboygan, the consideration being $25,000. One million feet of the amount is hemlock.

A meeting was held recently at Grand Rapids by manufacturers of hubs of the state of Michigan. The association is known as the Wisconsin Hub Manufacturers' Association, and the purpose of the meeting was to get the manufacturers together and get acquainted. A delegate was elected to attend the National Hardwood Lumber Association meeting to be held in Louisville, Ky., in September. Fred Schnable, Sr., was elected to this position.

The annual meeting of the Northwestern Manufacturing Company of Fort Atkinson was held recently at which L. B. Royce was elected president. A new dry-kiln and an addition to the bending room will be erected soon.

The work of erecting the new sawmill for the Heineman Lumber Company, near Merrill, has been started. When completed it will have a capacity between 100,000 and 125,000 feet in ten hours and the saws will be able to cut up to forty-foot lengths.

Frederick Miller, who with his brother was proprietor of the Miller Sash & Door Factory at Marinette, died at the Menominee River hospital following the amputation of his leg.

Henry Bradley, formerly an extensive holder in the Bradley Lumber Company at Tomahawk, died recently at his summer home, Meredith, N. H. He was a former Milwaukee man, but took up his residence at Bangor, Me., about fifteen years ago. Mr. Bradley was fifty years of age.

GRAND RAPIDS

On Saturday, Aug. 31, the third annual picnic of the local Lumbermen's Association will be held at Lake Harbor, Mich. The frolic will begin with the departure of the special interurban cars at 8:30 a. m., over the Muskegon road, and will continue throughout the day and evening. Steamers will be in waiting at Mona lake to convey the party to Lake Harbor. Meals will be served at the hotel and a fine program of sports is being arranged.

The New Hotel Pantlind Building Company has been formed, with Clay H. Hollister as president and with leading manufacturers, bankers and business men as directors. A new fireproof building, costing over $1,000,000, will be built on the site of the old Pantlind, occupying probably the entire block bounded by Monroe, Pearl, Campau and Lyon streets. The hotel is needed especially during the furniture seasons.

The Hart Cedar & Lumber Company has completed a narrow gauge logging road about twelve miles long from Camp Houk to Hart.

Buckley & Douglas of Manistee have bought the State Lumber Company's plant, which they have been operating under lease for the past two years. They have timber enough to last their two mills about eight years longer.

The Hardwood Market

CHICAGO

The lumber business in Chicago at present seems to reflect the general trend of business in the country at large, as the Chicago market covers such a varied and extensive field that it is more or less a thermometer of general lumber conditions. It cannot be said that there has been any remarkable change one way or the other during the last fortnight. There is, however, a more noticeable scarcity in some

lines of stock, notably plain oak, ash, birch and certain grades of cottonwood.

The pleasing feature of the local market is the growing tendency of the factory trade to get back into the market. Several concerns report having marketed fairly large orders at a material advance without any great difficulty. This increased activity on the part of factory buyers is, of course, partly due to the fact that their stocks had gotten to the diminishing point, but it is also due to a general improvement of the furniture, piano and other factory business. Yard trade is gratifyingly active, which activity is stimulated by the unusual building operations going on in the city.

There is no question but that the pleasing demand now evident locally will continue throughout the summer and that all trade will be brisk as to the number of orders, and prices firm.

There is no complaint whatever on the local market outside of a few straggling kickers who will always be found. The statement is frequently reiterated by the local lumbermen that the chief difficulty right now is in buying and shipping.

NEW YORK

The hardwood market at New York shows a fair volume of business being booked, considering the season. Good lumber continues scarce, and prices firm, while the lower grades appear to be enjoying a fair call all along the line. Stocks of good lumber are not overplentiful at mill points, while supplies in the hands of local buyers generally, and notably the local manufacturing trade, are not at all plentiful. This of itself will create a firm fall market, with every likelihood of higher prices.

BUFFALO

The hardwood trade runs along steadily, the chief features being the strength to prices and the lack of stock. Lumber offerings are numerous enough, but in some kinds of stock the supply shows a marked deficiency. The lower grades have been pretty well picked up here, and the supply is much less than usual.

The largest trade continues to be in plain oak, with stocks running about as short as they have been. Birch continues in good demand. Elm is a ready seller, while ash has a larger sale than a short time ago. Other woods are fairly active, with the exception of cherry and walnut, which have been quiet.

PHILADELPHIA

Trade reports all agree that considering the season of the year business has been well sustained. Conditions at mill ends, however, are still far from normal, and with the increased demand for material, especially dry stock, it will be months before the orders can be supplied. There is an increasing activity among the wholesale consumers, and calls for stuff from the railroads are more frequent. There is promise of a good fall and winter trading, but, as enormous crops are predicted a car shortage is feared when their transportation begins, and an upward movement in prices is expected.

Hardwoods show no material change in position during the fortnight. Oak of all kinds, especially quartered oak, is scarce, with prices well maintained. There is a steady call for chestnut, with satisfactory prices. Ash holds a good position and poplar has not changed during the fortnight. Cypress continues active with the market growing stronger. Beech, birch and cherry find ready sale, with prices firm.

PITTSBURGH

The hardwood trade is very encouraging in this locality, and everything points to a big fall trade. The business has not come in the way of a boom, but inquiries, requisitions and orders have been coming in steadily since last May. There seems to be a determined effort on the part of business men to show politicians that business is going ahead this year in spite of all presidential uncertainties. Railroads are ordering largely and bid fair to stay in the market all fall. Hardwood using factories have never placed contracts earlier or made larger ones. All recognize the extreme shortage of hardwood stocks at the mills, and fear that prices which have been going up little by little will go still higher after September 15 because of this shortage and the certainty of a big car famine.

BOSTON

The general tone of the market for hardwood lumber is very firm with a tendency toward a higher level. Practically all reports from manufacturing centers indicate small stocks of dry lumber. Prices are firm and even better prices are expected when the fall demand begins. Interior house finish manufacturers are doing a very good business. Veneers are in very good call. One dealer says he expects a much larger call for veneers this fall, due to the higher prices of lumber.

The market for quartered oak is firmer than it has been for several months. There is quite a range of prices quoted for inch stock due to the difference in quality. Plain oak has been selling freely, although during the past week or ten days dealers have not spoken of the demand in quite as favorable terms as previously. Maple is very well held with a fairly active demand. White ash keeps in fair call. Whitewood is well held but the demand is not active. Cypress has been selling in a moderate way.

BALTIMORE

All accounts regarding the hardwood business are still to the effect that the volume of business is expanding. Local firms are running ahead of the corresponding months of last year, and each successive month shows an improvement over the preceding one. This result is apparently not attained by price concessions, but solely by reason of the fact that the requirements of the trade are on the increase. So far the presidential election year has proved a great surprise. Previous experience had led the trade to expect a contraction in activity and a narrowing of wants, with its accompaniment of lower prices and increased competition. Instead, developments quite the contrary have taken place.

Manufacturers are increasing their production. So far they have been able to dispose of their output easily enough, the demand keeping up with the ability of the mills to furnish stocks. The trend of prices all along the line is upward rather than in the opposite direction, and here and there a stiffening in quotations has taken place within the last two weeks. The apprehension of some of the exporters that there would be a marked slump in the foreign demand has not been realized. Instead, there has been some improvement, which suggests gratifying probabilities for the future. Yards at home are buying with greater freedom, and the tendency among consumers is to place orders in larger volume.

Oak remains at what may be called record figures, with the offerings of desirable stocks not in excess of the demand. It is much the same with most of the other woods, except as to prices, which in the main are moderate, considering the increased cost of production. Extra wide high-grade poplar is almost alone in the absence of a rise commensurate with quality, the needs of the trade for this kind of lumber being evidently much curtailed. Sound wormy chestnut is in excellent shape, and the calls for stocks have been so numerous that accumulations at the mills are fairly well disposed of.

According to the latest advices from London, the dock workers' strike there has been called off, and the better feeling caused thereby has been reflected in the lifting of the embargo on lumber shipments at Norfolk and Baltimore for London. The situation, therefore, is certain to improve steadily, and the foreign movement is likely to be materially augmented, though some diversion from other ports may take place. Shipments from Baltimore are going forward with a large measure of dispatch and the outlook for a good export business is decidedly encouraging.

COLUMBUS

Strength has been the chief feature of the hardwood trade in central Ohio during the past fortnight. There has been a good demand from both manufacturing establishments and retailers, and the volume of business has been good. Prices are ruling firm and there is no tendency to decrease prices in order to force the market. There has been a good demand for the lower grades of all varieties of hardwoods, with no accumulation of stocks. Building operations are still active. Dry stocks in the hands of mill owners are light, and the same is true of stocks in the hands of dealers. Collections are reported somewhat better.

Quartered oak is firmer and the volume of business is increasing. There is a good demand for plain oak and prices are strong. Chestnut is in fair demand and this wood is one of the strongest points in the market. Ash is growing stronger and basswood is moving well. Poplar is gaining in strength, especially in the wide sizes. Other hardwoods are unchanged.

TOLEDO

The local hardwood market is about normal for this season of the year. There is a fair demand from the building trades from all portions of the country and retail men are enjoying a splendid call for flooring and finish. There has never been a time when there has been such a spurt to the building business in this city as at present. Local dealers have been buying all the available dry stocks, consequently stocks are in fair shape, and not much depleted notwithstanding the heavy drain upon local resources. Factory orders are not very strong just at present. The usual summer business is being done with vehicle concerns but furniture factories are running a trifle low. Taken altogether, however, the situation is highly satisfactory and lumbermen feel they have no cause for complaint.

MEMPHIS

The hardwood market continues in a very healthy position. Although there has recently been a considerable increase in the amount of lumber being put on sticks, shipments have been much heavier than the average at this date for the past few years and the process of accumulation has been particularly slow. This applies with greater force to plain oak, cottonwood, gum and ash than to the other principal items handled here. The demand for these has been particularly good and it has been rather difficult for buyers to secure their full requirements. Cot-

tonwood and gum are enjoying a wider distribution now than for some time and offerings are by no means free. Box manufacturing plants are doing a large business, and it is notable that they are not having any too easy sailing because of the actual scarcity of cottonwood in the lower grades and the relative lightness of supply of those grades of gum used in box manufacture. Plain oak has been rather scarce for a long while and the relations between supply and demand continue somewhat strained. There has been some increase recently in the demand for quartered oak and prices are a shade firmer. The higher grades of cottonwood and gum are not quite so active as is the case with the lower grades, and cottonwood box boards are reported more quiet than usual. Ash is being shipped green in many instances, which is convincing proof of the demand therefor as well as the scarcity thereof. The cypress market continues steady but the lower grades are in relatively better demand than the higher. Altogether lumber interests here are inclined to take an optimistic view of the outlook.

BRISTOL

Business is moving along well, and prospects are good for fall and winter business. Although August is generally a dull month, a fair volume of business has been done by the lumbermen of this territory. Considerable new business has been booked at fair prices and the general feeling is that September will be one of the best months of the present year. Practically all mills are running and the yards as a rule are well supplied with stock to meet orders.

LOUISVILLE

Conditions in this market have improved noticeably during the fortnight. Much of the betterment is believed to be due to the recognition on the part of consumers and others that lumber stocks are not over-plentiful and that with a car shortage in prospect for this fall, stocking up right now is the best plan that can be adopted. As heretofore, consumers have had light stocks on their yards, and though they have been rather uncertain about business on account of political and other conditions, there is now a more hopeful attitude in evidence. This is giving the necessary foundation of confidence for the purchasing of supplies. Furniture manufacturers, farm implement concerns and the railroads are doing much buying, and the outlook in practically all lines has improved.

Quartered oak and plain oak are selling well, the supply of plain oak being somewhat larger than it has been. Chestnut is doing better, and poplar is also showing increased strength. Prices are holding up, and any change during the next six or eight weeks should be upward.

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NEW ORLEANS

The local hardwood trade is active, particularly in the lower grades. Stocks are unusually low and badly broken, and the majority of dealers have a number of orders on hand. As a result of this shortage, prices have materially advanced.

The export trade during the past two weeks reflects the influence of approaching conditions which are calculated to hamper shippers, and the large movement indicates a clearing up of contracts and the preparation for changed conditions. So far as the future is concerned, the rate situation has become fixed at a basis which, while tending to exert a depressing effect on shipments for the immediate future, affords a reasonable basis of figuring on business to come. However, the general feeling is one of optimism, the apparent strength of the demand abroad affording a reasonable assurance of a healthy trade.

The stave market remains practically unchanged. While it is not up to the mark of former years, the demand abroad continues strong and steady, even in the face of advancing prices, and a satisfactory demand prevails in practically all quarters.

ST. LOUIS

Although the vacation period continues to affect the hardwood market, there are still indications of an improvement in business. The demand for all items on the hardwood list is holding up, but the call for plain red oak is decidedly the best. The demand for quartered red oak is showing an improvement. Red gum and cottonwood are holding up nicely, and wide poplar and thick ash are active. Cypress holders in this market report a fair volume of trade. Considerable activity is being shown in the sash and door trade.

MILWAUKEE

Building operations in Milwaukee are unusually extensive for this season of the year, and the lumber business in all lines is naturally good as a result. Indications are that the early fall rush is beginning to make itself felt even at this early date.

The hardwood business is holding up remarkably well and all upper grade stuff is holding firm. Lower grades are in brisk demand, as a result of the general shortage in stocks. Birch, maple and basswood are in leading demand among northern woods, while plain red and quartered white and red oak among southern stocks seem to be in the lead. Shipments of both northern and southern stocks are exceptionally light and deliveries on orders are delayed as a result. The yard trade seems to be showing considerable improvement

MINNEAPOLIS

The early part of August developed brisk business conditions, especially in low-grade stock. Basswood, hemlock and maple have held firm owing to the great demand for both hemlock and hardwood grain door boards in immense quantities which will be needed by railroads in moving the tremendous grain crop this fall. Plain red and white oak are holding firm in the higher grades, although No. 1 common and low-grades have not developed much strength. First and second birch is firm while Nos. 1 and 2 common are going at about ordinary prices. Factories are busy and there is no heavy stock of lumber in the yards.

LIVERPOOL

The market has taken a brisk turn in view of the improved trade conditions. The fairly heavy arrivals have been favorably received and a good margin of profit has ruled. The mahogany position still keeps exceedingly firm, and prices at the three sales just concluded have all reached a very high average. In fact record values were reached all along the line.

Round American ash is exceedingly scarce just at the present time, especially with the large wood. First growth logs are in keen demand and though only inferior wood has arrived, it has brought very high figures.

Poplar is exceedingly keen in value, especially logs of good diameter and length, which are very scarce. Prices are firm and very keen competition is anticipated for future arrivals.

Round hickory logs are active and advances have been made since the beginning of the year. Lumber stocks are scarce especially in wide poplar. Oak is good and there are some good inquiries on the market for ½, ⅝ and ¾ inch plain and quartered stocks, which must be white and prime. Some good orders have also been placed for oak dimension stock, while wagon specifications are active. Birch is arriving freely and good prices are being paid for same.

GLASGOW

The annual holidays in this market are now over and business has just gotten started. However, conditions prevailing at present tend toward a particularly good business during this half of the year. Although the London dock strike collapsed some time ago, it was only recently that it finally terminated, and hopes are now entertained for a lengthy peace. The effects of the strike were distinctly felt in the Scotch market because liners which had part shipments for Glasgow were held up in London and consequently could not finish discharging to enable them to leave port.

The steampship Valetta recently arrived in port with the usual miscellaneous cargo, consisting chiefly of poplar boards, oak logs, oak planks and various lots of oak boards. This shipment has sold very well. The oak boards have sold exceptionally well and prices obtained have been quite satisfactory. It is beginning to be felt here that if consignments are kept in moderate compass the market will be well in hand. Prices now being obtained are slightly in advance of those received for the past cargo. In a good many cases shippers are mixing the grades to suit the old prices but this is a very short-sighted policy and it is well known here that such salting of grades is not appreciated even at the lower values.

The demand for quartered oak boards is fair for prime quality. The demand for hazel pine (sap gum) is very brisk with prices at a high level, while the demand for satin walnut (red gum) is low and prices show no signs of advancement. Prime qualities of cottonwood are in good request. Present quotations are rather lower than some time ago. Buyers here cannot account for this condition unless it is because of a slight overproduction in the States.

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Salesmen on our New Census publications. Splendid opportunity. Men making $50 to $75 per week. RAND, McNALLY & CO., Dept. B., Chicago, Ill.

SALESMAN WANTED

by wholesale lumber company for general line Hardwood, and a salesman for N. C. Pine Flooring and Sizes. Address "BOX 82," care HARDWOOD RECORD.

WANTED—MANAGER

by Philadelphia wholesale lumber company for the department handling Southwestern Long Leaf Pine, Flooring, Roofers, etc. State experience, salary expected. Address "BOX 83," care HARDWOOD RECORD.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

MANAGER WANTED

for Hardwood department by representative Philadelphia wholesale house. Give general outline, your experience, stating age and salary. Address "BOX 84." care HARDWOOD RECORD.

WANTED BY ESTABLISHED

wholesale lumber concern energetic young man experienced in handling business by mail. Say what experience and salary. Address "BOX 85," care HARDWOOD RECORD.

EMPLOYMENT WANTED

EMPLOYMENT WANTED

for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

SALESMAN

If you are a large mill that can take care of a good volume of business in Hardwood Lumber, or a live wire wholesaler who can "get" the stock, it would pay to get in touch with me. Am open for connection about September 1. Carry trade in Canada, New York, New England and New Jersey. Address "LIVE-WIRE," care HARDWOOD RECORD.

RAILWAY EQUIPMENT FOR SALE

LOCOMOTIVE FOR SALE.

Narrow or standard gauge from 7 tons to 75 tons rebuilt ready for use; 140 locomotives in stock.
SOUTHERN IRON & EQUIPMENT CO., Atlanta, Ga.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.
THOS. J. McDONALD, East Tenn. Natl. Bank Bldg., Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

TIMBER LANDS FOR SALE

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

FOR SALE—TIMBER.

We have large tracts of cypress and hardwood timber located in Louisiana. Will sell at reasonable price, small cash payment, balance—monthly as cut; timber near trunk line railroad. Good opportunity for practical manufacturer with mill. Easy logging proposition. Correspondence solicited from principals only.
POINTE COUPEE LAND & IMPROVEMENT CO., LTD.,
1017 Hibernia Bank Bldg., New Orleans.

FOR SALE—BY OWNER.

360 acres virgin northern Michigan hardwood and hemlock timber land in solid body. Farthest haul 2 miles to track. Good farm land, level, cheap logging. For full particulars address BOX 42, Escanaba, Mich.

LUMBER FOR SALE

FOR SALE

4 cars 4/4 1st & 2nd Red Gum 12' long
5 cars 4/4 1st & 2nd Sap Gum 12' long
F. O. B. cars Drew, Miss.
1 car 7/4 No. 1 common Red Oak.
F. O. B. cars Frankfort, Ky.
1 car 6/4 No. 1 common & Better Hard Maple.
F. O. B. cars Cleveland, O.
THE FRANK SPANGLER CO., Toledo, O.

BUILT UP WOODS. LET US QUOTE YOU

WISCONSIN CHAIR CO., Port Washington, Wis.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.
INDIANA QUARTERED OAK CO., 7 East 42d St., New York, N. Y.

LUMBER WANTED

TIES WANTED

6"x8" 8' Oak and Chestnut.
P. J. CANNON, Columbus, O.

WANTED—FOR CASH—MILL INSPECTION

1, 1½, 2, 2½, 3, 3½, 4 and 4½" Ash, 2, 2½, 3 and 4" Hickory. All grades, green or dry.
C. C. SHAFER, South Bend, Ind.

WANTED

All kinds of hardwoods, log run. Will send inspectors. GUENTHER LUMBER CO., Philadelphia, Pa.

WANTED TO BUY

3"x5"—5' Oak Mine Ties.
P. K. CANNON, Columbus, Ohio.

WANTED TO BUY

All kinds of hardwood lumber, 1" & thicker; especially interested in 4/4 & 5/4 Plain Red Oak & Birch. Want a few cars of 9" & wider 4/4 & 5/4 Oak and Birch No. 1 Com. Quote lowest price delivered f. o. b. Cairo, rate of freight. Address "BOX 80," care HARDWOOD RECORD.

WANTED TO BUY

5 cars 4/4 Sound Wormy Chestnut.
4 cars 4/4 1s & 2s Sap Gum.
2 cars 4/4 1s & 2s Red Gum.
2 cars 5/4 1s & 2s Red Gum.
DUHLMEIER BROTHERS, Cincinnati, O.

BUSINESS OPPORTUNITIES

PERSONS HAVING HEAVY TIMBER

or sunken logs to float write H. G. CADY, 508 So. 5th St., St. Louis, Mo.

ATTENTION OF TIMBER HOLDERS

A large lumber consuming plant using Oak, Poplar, Chestnut and Ash with ample financial resources will associate itself with you in the development of your holdings. Address "BOX 86," care HARDWOOD RECORD.

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address

"BOX 72," care HARDWOOD RECORD.

FOR SALE OR EXCHANGE

All or any part of 200 shares 7% Preferred Stock of THE M. B. FARRIN LUMBER COMPANY. This issue is Preferred both as to assets and dividends. Condition, Jan'y, 1912.

ASSETS.

Notes due from Employees.	$ 58,267.85	
Mdse. Inventory 1/1/'12..	340,865.90	
Stock in other Corporations	145,183.33	
Certificate of Deposits....	30,000.00	
Cash and Bank Balance..	5,358.02	
Notes Receivable.....	10,659.48	
Accounts Receivable, Good.	78,165.46	
Ac'ts Receivable, Doubtful.	4,461.62	
Bldgs., Mchy., Equip., etc.	210,864.39	
Due from Employees, Exp. a/cs., etc.....	618.83	
Fire Loss a/c., etc.....	26,614.55	

LIABILITIES.

Capital stock, Preferred..	$ 99,900.00
Capital stock, Common...	486,100.00
Notes Payable.....	80,000.00
Vouchers Payable, Mdse..	10,441.33
Freight Suspense.....	5,184.37
Due to Stockholders, unpaid dividends.....	67,107.53
Miscl. a/cs. due Employes	208.01
Undivided Profits.....	142,785.86
Profit & Loss.....	19,332.33
	$911,059.43 $911,059.43

Price Par—$100.00 per Share.
For further particulars address,
C. F. Korn, Pres. Winton Savings Bk.,
Cincinnati, O.

MISCELLANEOUS

WANTED—HARDWOOD LUMBERMEN—

to try the Gibson Tally Book. The three-throw aluminum tally ticket cover accommodates any form of ticket desired. The use of the special triplicate tally ticket supplied, printed on waterproof paper with carbon backs makes tallies unalterable. For durability, convenience, accuracy and for systematizing the inspection of lumber the Gibson tally method can't be beat.

Special forms of tally tickets mailed on application. Covers sold on approval to responsible concerns. HARDWOOD RECORD,
537 So. Dearborn St., Chicago.

Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

COUNTERFEIT CHECKS
are frequent except where our
Two Piece Geometrical Barter Coin
is in use, then imitation isn't possible. Sample if you ask for it.
S. D. CHILDS & CO.
Chicago
We also make Time Checks, Stencils and Log Hammers.


CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825

Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine
W. B. CRANE AND COMPANY
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss

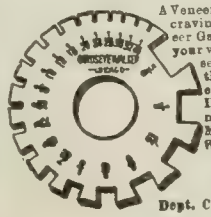
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FISHER BUILDING
Sound Wormy Chestnut
A SPECIALTY

Telephone Canal 1688
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co. 2204 S. Laflin St.
HARDWOODS

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
SAUL BROS.
626 Federal St., Chicago


A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8 inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.
Dept. C BIRDSEYE WALKER
CHICAGO

99% Pure SILICA
OR SILEX FOR WOOD FILLERS
UNIFORMLY GROUND
SEND FOR SAMPLE
TAMMS SILICA CO., 19 So. 5th Ave., Chicago

GIBSON TALLY BOOK


This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



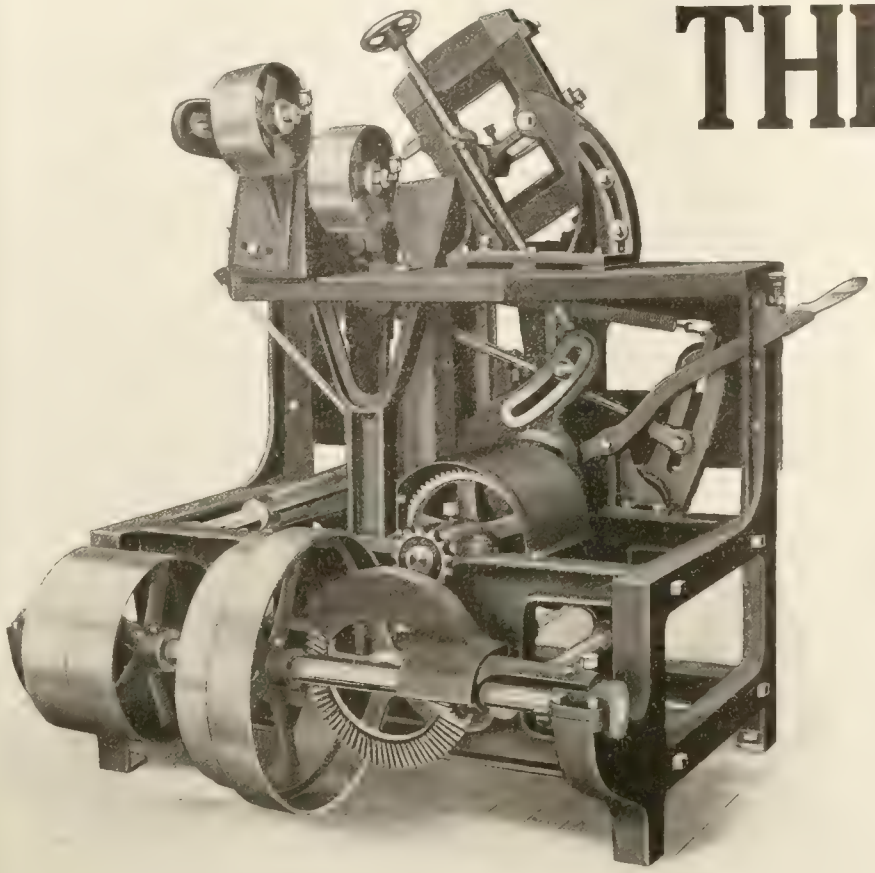
PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by
Hardwood Record
537 S. Dearborn St., CHICAGO

THE FILING ROOM



HANCHETT 218 BAND SHARPENER—Back View
(Solid—Rigid—Free from Vibration)

Are you after results? Do you want to increase your earnings? No matter what your present equipment may be you can not saw good lumber and a lot of it unless your saws are kept sharp and in good condition. To have good sharp free cutting saw teeth a minimum saw kerf at a maximum speed requires thoroughly modern saw fitting tools.

Remember, we have equipped a majority of the largest modern saw mills including the U. S. and Japanese Governments. There is a reason why these Governments specified Hanchett Filing Room Machinery.

Ask for Catalog No. 11, Just Out. 104 Pages

HANCHETT SWAGE WORKS, Big Rapids, Mich., U.S.A.

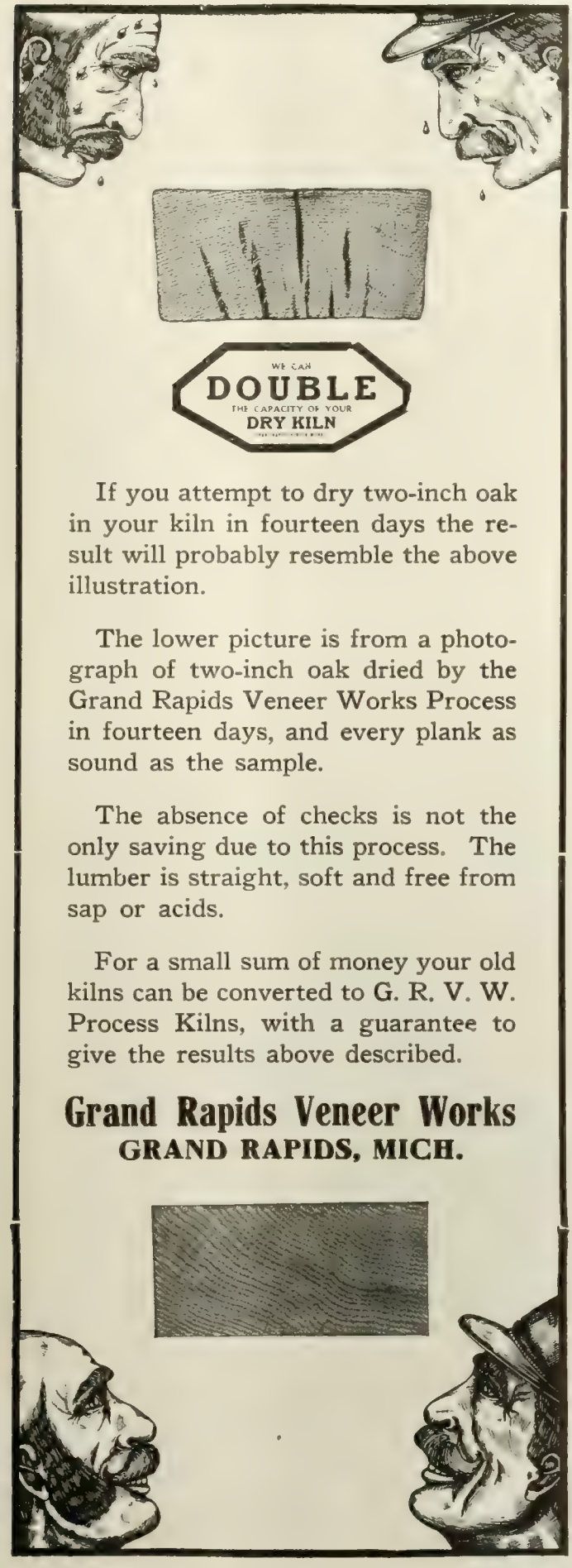
Hanchett Swage Works, Big Rapids, Mich.

Please send me your catalog and a 1 oz. bottle of Brazing Fluid, free of all expense to me.

*Employed by*_____

*Equipment needed in filing room*_____

*Name*_____ *State*_____ *City*_____



If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.

SIMONDS SAWS

This illustration suggests just four of the kinds of Saws which may interest you. Our factories manufacture every kind of a Saw used around a wood-working plant or sawmill.



Our aim has always been to supply Saws and Wood-working Machine Knives that will give the maximum service and at the same time do the finest kind of work with the least amount of care. Obtaining these results is the work of experience — and we have been doing it eighty years.

Simonds Manufacturing Company

Fitchburg, Mass.	Chicago, Ill.	Montreal, Que.
New York City	New Orleans, La.	Seattle, Wash.
Portland, Ore.	San Francisco, Cal.	London, Eng.
Vancouver, B. C.	Lockport, N. Y.	St. John, N. B.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) **The McGiffert is SELF-PROPELLING.**

(2) **The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.**

(3) **Empties pass through the McGiffert ON THE MAIN TRACK.**

(4) **No spur track or spuds needed for the McGiffert.**

(5) **The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.**

(6) **The McGiffert handles all kinds of timber: long or short, heavy or light.**

(7) **The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.**

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

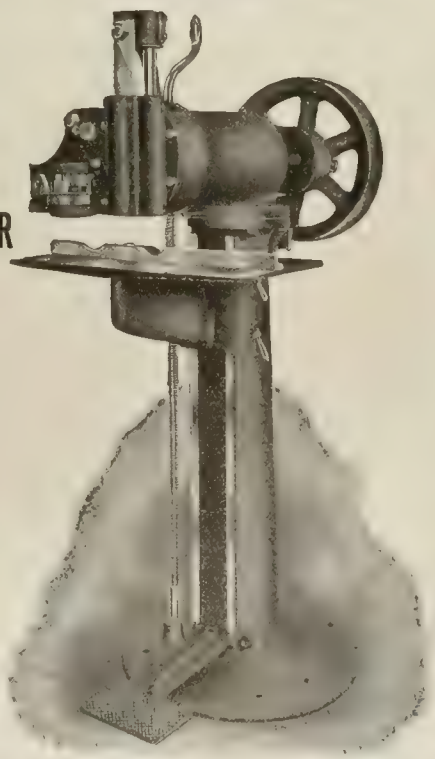
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Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER BELTING

AIR DRILL AND AIR TOOL HOSE



STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

INDIANA

WHERE THE BEST HARDWOODS GROW

D. B. MacLaren Lumber Co.

HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY

Fort Wayne, Indiana

ANY WOOD
ANY THICKNESS

MANUFACTURERS
OF
VENEERS

Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

QUALITY AND PROMPT SHIPMENT
Place your orders with us and get Satisfaction and Service.

Same Attention to Small Orders as Large
WRITE US

Adams & Raymond Veneer Co.

Established 1867

Indianapolis, Ind. U. S. A.

WE WANT YOUR ORDERS
YOU WANT OUR VENEERS

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER Write Us

KIEL FACTORY AND MAIN OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM OAK
BEECH MAPLE
CURLY BIRCH

BIRCH
BASSWOOD
BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

VENEERS AND PANELS

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. ***Wausau, Wis.***

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Hoffman Brothers Company

Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

Walnut Cherry Ash Maple

Let us send you Stock List **FORT WAYNE, IND.**

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Centers, Cross Banding, Drawer Bottoms.

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY

General Offices, KANSAS CITY, MO.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD **CHICAGO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

Von Platen Lumber Co.

Iron Mountain, Michigan

Manufacturers of

BIRCH
BASSWOOD
ELM
MAPLE

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M.

FELGER LUMBER & TIMBER CO.

531 Michigan Trust Building, Grand Rapids, Mich.

Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars

80000	4/4	Plain Red Oak 1 Com.	24000	16/4 White Ash 1s & 2s.
24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4 Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4 Cottonwood 1 Com.
			20000	8/4 Cottonwood Log Run.
72000	4/4	Pl. White Oak 1s & 2s.	112000	4/4 Cypress Shop & Better.
143000	4/4	Pl. White Oak 1 Com.	26000	5/4 Cypress Shop & Better.
47000	5/4	Pl. White Oak 1 Com. & Better.	48000	6/4 Cypress Shop & Better.
			31000	8/4 Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	26000	4/4 Gum 1s & 2s Red.
47000	4/4	Qtd. White Oak 1 Com.	27000	4/4 Gum 1s & 2s Sap.
12000	8/4	White Ash 1s & 2s.	25000	4/4 Gum Boxboards 13"-17".
13000	10/4	White Ash 1s & 2s.	38000	5/4 Gum Log Run.
			20000	6/4 Gum Log Run.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in 3/8, 1/2 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

TIMBER LANDS

3,600 Acres, Clay County, North Carolina

THE CHOICEST SMALL TRACT IN THE SOUTH

Virgin Oak, Poplar and Chestnut. Title perfect. Ten miles from railroad. Near Murphy Branch of Southern.

VERY REASONABLE PRICE IF TAKEN QUICKLY

THOMAS FORMAN COMPANY

DETROIT

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER

Basswood Siding, Ceiling, and Moulding

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

A FEW ITEMS OF DRY STOCK

We Want to Move

2 cars 4/4 1st & 2nds Cypress
2 cars 4/4 select Cypress
4 cars 4/4 No. 1 Shop Cypress
1 car 2" 1sts & 2nds Cypress
1 car 2" Select Cypress.
1 car 4/4 1sts & 2nds Cotton wood
5 cars 3" mixed oak Crossing Plank.
10 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash
2 cars 4/4 1sts & 2nds Ash
1 car 2" 1sts & 2nds Ash.
2 cars 4/4 18" & wider Panel Cottonwood
8/4 to 16/4 No. 1 Common and better Plain Red and White Oak

BAKER-MATTHEWS MFG. CO.
SIKESTON, MO.
WRITE US FOR PRICES

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MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly
KILN DRIED and FLAT
HUMBOLDT, · TENNESSEE

A FEW ITEMS OF NICE
PLAIN SAWN RED OAK

4/4 1s and 2s, 10" & Wider, 25,500'
4/4 No. 1 Com., 10" & Wider, 37,000'
6/4 1s and 2s, 6" & Wider, 14,000'
6/4 No. 1 Com., 4" & Wider, 26,900'
8/4 1s and 2s, 6" & Wider, 25,400'
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IT IS ALL BAND-SAWN

TENNESSEE VALLEY OAK
THE BEST SOUTHERN OAK

H. H. Hitt Lumber Co.
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OAK FLOORING
A GUARANTEE OF PERFECTION

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OUR NAME

GUARANTEES the quality of our
PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

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Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
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S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
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J. & J. VINKE
Agents for the Sale of
AMERICAN HARDWOODS IN LUMBER AND LOGS
AMSTERDAM, HOLLAND

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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Office and Mill — TOMAH, WISCONSIN
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COSTS BUT ONE CENT

to get our prices on Hardwood lumber, Maple and Birch Flooring, and may be the means of

SAVING YOU DOLLARS

ROBBINS LUMBER COMPANY
RHINELANDER, WIS.

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.
Grand Rapids, Wis., Atlanta, Wis.,
Saw mills and planing mill at Atlanta, Wis.

Brown Bros. Lumber Co.

Manufacturers and Wholesalers — Rhinelander, Wis.

1 " No. 1 Com. & Btr. Hard Maple
1¼" No. 2 Com. & Btr. Hard Maple
1½" No. 2 Com. & Btr. Hard Maple
2 " No. 2 Com. & Btr. Hard Maple
1¼" No. 2 & Btr. Soft Elm
1¼" No. 2 & Btr. Rock Elm

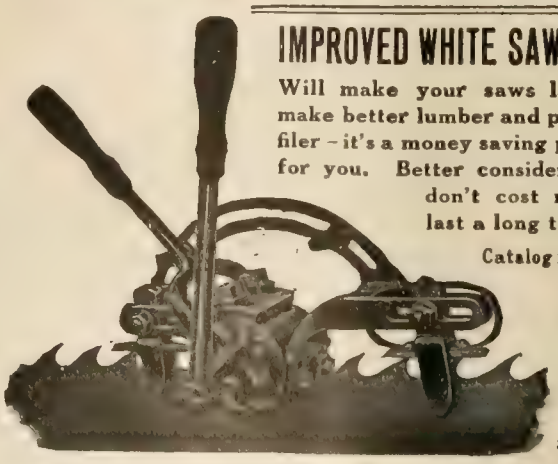
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4/4" & up No. 2 & better Hard Maple
COMPLETE STOCK
4/4" & up No. 1 & Better Wis. Birch
Guaranteed to average 8" wide
Runs 40%—45% 14' & 16' lengths

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IMPROVED WHITE SAW SWAGES



Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

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HARDWOODS
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SPECIALTIES:
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We Want to Buy for Cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses. Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

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Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

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W. H. White Company
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Mills and General Office: BOYNE CITY, MICH.

Sales Office: BUFFALO, N. Y.

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WE OFFER

4/4 and 5/4 No. 2 common and better Basswood

4/4 No. 2 common and better Brown Ash

4/4 and 5/4 No. 2 common and better Birch, strictly unselected for color

4/4 and 5/4 No. 1 and No. 2 common Flooring Maple.

4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4 Firsts and Seconds Maple

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MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

NHPMA — A Guarantee of a Square Deal in both Grade and Measurement

SPECIALTY
QUARTER SAWED
WHITE OAK

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All Kinds of High-Grade

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INDIANA LUMBERMEN'S MUTUAL INSURANCE CO. of Indianapolis, Ind.
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SPECIAL ITEMS FOR IMMEDIATE SHIPMENT

INDIANA WHITE OAK
40,000 ft. 12/4 1st and 2nd Plain White Oak, bone dry.
55,000 ft. 10/4 1st and 2nd Plain White Oak, bone dry.
60,000 ft. 8/4 1st and 2nd Plain White Oak, bone dry.
20,000 ft. 12/4 No. 1 Com. Plain White Oak, bone dry.
65,000 ft. 8/4 No. 1 Com. Plain White Oak, bone dry.
150,000 ft. 4/4 1st and 2nd Plain White Oak, bone dry.
35,000 ft. 4/4 No. 1 Common Plain White Oak, bone dry.
15,000 ft. 10/4 No. 1 Com. Plain White Oak, bone dry.
100,000 ft. 2x6 & wider Sound Com. White Oak.
SOFT ELM
3 cars 8/4 Common and Better Soft Elm.
2 cars 12/4 Common and Better Soft Elm.
50,000 ft. 5/4 Log Run Soft Elm.

We have a good assortment of band sawn Cottonwood, Ash, Cypress, Sap Gum and plain and quartered Red Gum. Wire or write for prices for prompt shipment

DAILY CAPACITY
Red Gum, 50,000 ft.
Cypress, 30,000 ft.
Oak, 40,000 ft.
Ash, 20,000 ft.
Cottonwood, 30,000
Miscellaneous, 15,000 ft.

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

1 Car 2" No. 2 Common Walnut.
1 Car 3/4 Common Walnut.
1 Car 5/4 No. 1 Common Walnut.
1 Car 2" 1st and 2ds Plain Red Oak.
40,000 ft. African Mahogany, 1" to 2".

PROCTOR **VENEER DRYER** FIREPROOF

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UNPARALLELED SUCCESS

No Splitting Nor Checking

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LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

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H. C. CREITH & CO.

Hardwood Lumber

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COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. August 14th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better (part dry)	18 M
4/4 Basswood No. 1 Common	300 M
4/4 Cherry No. 3 Common & Better	9 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm 1s & 2s (14 in. and wider)	18 M
6/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm No. 1 Common	40 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	20 M
5/4 Hard Maple Step, 1s & 2s	18 M
6/4 Hard Maple Step 1s & 2s	27 M
8/4 Rock Elm No. 3 Common	25 M
4/4 Hard Maple No. 3 Common	50 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. August 14th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	15 M
1x7 and up Basswood No. 1 Common	19 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	8 M
4/4 Soft Maple No. 3 Common	19 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

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FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood

This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood

This was cut and cross-piled during the past winter, and is all good average widths and lengths.

MANUFACTURERS

100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood

This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

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FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
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HARDWOOD AND YELLOW PINE LUMBER

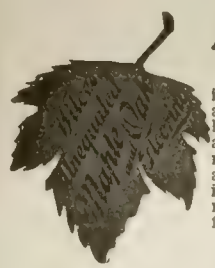
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3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

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WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

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For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

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It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

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SAWED MAHOGANY

VENEER, Figured and Plain, 1/20", 1/8", 3/16", 1/4".
LUMBER, 3/8" to 4" 1s and 2s, No. 1 Common and Shorts.

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Our estimates show that we have in a solid body about 150,000,000 feet of hardwood timber. 50% White Oak, 25% Red Oak, 15% Red Gum, 10% Ash and Elm.

Reliable and responsible parties offer to contract and deliver logs from the same to mill to be located in Arkansas City, Ark., for $5.00 per thousand feet. Timber commences one mile from Arkansas City. Lowest freight rates can be secured by railroad on account of Mississippi river competition, making freights $1 to $1.50 cheaper than from interior location.

No overflow on land. Land drained so that logging can be carried on the year around.

We offer this timber for sale in a solid body, or will divide, at a price that is profitable.

Full particulars furnished. Apply to the owner.

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Maple, Birch, Elm, Basswood, Ash

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QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

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MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

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We Want Orders for the following Dry Stock:
WHITE OAK—Plain or Quartered.
RED OAK—Plain or Quartered.
CHESTNUT — BASSWOOD
POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

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Knoxville, Tennessee

Manufacturers and Shippers of

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CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

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It will prove a revelation to you.

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4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar
4/4 and 8/4 Sap Poplar.
5/5, 6/4, 8/4 and 10/4 Common Poplar.
4/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 23" and 24" and up.
4/4 x 13 to 17" Poplar Box Boards.
4/4 1s & 2s Basswood or Linn—very fine.
3/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oak.
4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak.
6/4 1s & 2s Qtd. R. Oak.
4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak
6/4 and 10/4 1s & 2s Hickory
4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.
4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory.
4/4 1s & 2s Chestnut, also 5, 6 and 8/4.
4/4 No. 1 Common Chestnut

John B. Ransom & Co.

MANUFACTURERS OF

Hardwood Lumber

Nashville, Tenn.

WE MUST MOVE

150,000 FEET 4/4
NO. 1 COMMON QUARTERED WHITE OAK

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Bone dry! Good widths and lengths! High grades!

This stock is located at one of our outside yards and we will make extremely low prices in order to move it quickly

LOVE, BOYD & CO., Nashville, Tenn.

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HARDWOODS

We want to sell from 100,000 to 200,000 feet 3" 1s and 2s quartered white oak, shipments to be made at regular intervals within the next six or eight months.

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Tennessee Hardwood Lumber Co.

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CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

The Central Veneer Co.

SOFT YELLOW POPLAR
CROSS BANDING

Huntington, West Virginia

YOU GET WHAT YOU BUY

C. S. Brown TIMBER PRODUCTS

HUNTINGTON, WEST VIRGINIA
EVERYTHING IN HARDWOODS--STRICTLY STRAIGHT GRADES

1 Car 5/8 Sap Poplar.
2 Cars 5/8 No. 1 Common Poplar.
2 Cars 6/4 No. 1 Common Chestnut.
5 Cars 5/4 Sound Wormy and No. 2 Common Chestnut.
3 Cars 4/4 Log Run Basswood.
5 Cars 6/4 Log Run Basswood.
2 Cars 8/4 Log Run Basswood.

Tug River Lumber Company
Rockcastle Lumber Company
C. L. Ritter Lumber Company
Huntington, W. Va.

Manufacturers of Band Sawn Hardwoods. Always have on our Yards a nice assortment of POPLAR, PLAIN AND QUARTERED OAK, CHESTNUT, BASSWOOD, BUCKEYE, MAPLE AND BEECH.

We solicit your inquiries.

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14' & 16' long).
4 cars 4/4 13" to 17" Poplar Box Boards (75% 14' & 16').
2 cars 4/4 No. 1 Panel Poplar, 18" to 23" (60% 14' & 16').
1 car 4/4 No. 1 Panel Poplar, 24" & up (60% 14' & 16').

All high-grade band sawn stock. Good widths.

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

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Hardwood Record :: Chicago

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WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8′—8′6″ Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

OAK TIMBERS YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once

Two Cars 6/4 No. 3 Common Dry Ash

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

5 cars 4/4 1sts and 2nds Quartered Poplar
5 cars 4/4 No. 1 Common Quartered Poplar
1 car 5/4 1sts and 2nds Poplar
3 cars 5/4 No. 1 Common Poplar
2 cars 5/4 No. 2 Common Poplar
4 cars 6/4 No. 1 Common Poplar
1 car 6/4 No. 2 Common Poplar
1 car 6/4 No. 4 Common Poplar

The above stock from our West Virginia Mills.

185,000 ft. 4/4 No. 1 Common Louisiana band sawn White Oak, one year old

Hardwood Record's

strongest circulation is in the region where things are made of wood—WISCONSIN, MICHIGAN, ILLINOIS, INDIANA, OHIO, PENNSYLVANIA, NEW YORK and the East. **It's the BEST sales medium for hardwood lumber.**

DRY STOCK

1 car 10, 12 & 16/4 C & B Plain OAK.
3 cars 4/4 No. 1 Com. Plain OAK.
2 cars 4/4 No. 2 Com. Plain OAK.
1 car 4/4 1s & 2s POPLAR.
1 cut 4/4 sap POPLAR.
3 cars 4/4 No. 1 Com. POPLAR.
2 cars 6/4 No. 1 Com. POPLAR
3 cars 4/4 Log Run BASSWOOD.
2 cars 4/4 Log Run BUCKEYE.
1 car 8/4 Log Run MAPLE.
1 car 4/4 No. 1 C & B MAPLE.
1 car 5/4 C & B CHESTNUT.

Send Us Your Inquiries

Boice Lumber Co., Inc.
RICHMOND, VIRGINIA

ARKANSAS SOFT YELLOW CYPRESS

250,000 FEET

4-4 in. 1sts & 2nds	5-4 in. 1sts & 2nds	8-4 in. 1sts & 2nds
4-4 in. Selects	5-4 in. Selects	8-4 in. Selects
4-4 in. No. 1 Shop	5-4 in. No. 1 Shop	8-4 in. No. 1 Shop

BAND SAWN—TRIMMED GOOD WIDTHS AND LENGTHS—STRAIGHT OR MIXED CARS

PAEPCKE LEICHT LUMBER COMPANY, GENERAL OFFICES, **CHICAGO, ILLINOIS**

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand September 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
FAS Quartered White Oak	.....	60,000	.....	40,000	50,000	.....	7,000	.....	.....	.....	.....
No. 1 Common Quartered White Oak	.....	12,000	.....	12,000	140,000	4,000	.....	.....	.....	.....	.....
No. 2 Common Quartered White Oak	.....	5,000	.....	.....	60,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....
No. 1 C. & B. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	7,000	.....	.....	.....	.....	.....	.....	.....
FAS Plain White Oak	30,000	100,000	20,000	20,000	.....	20,000	.....	12,000	3,000	.....	3,000
FAS Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	90,000	5,000	.....	10,000	9,000	.....	.....
FAS Plain Red Oak	.....	.....	30,000	50,000	100,000	.....	.....	.....	.....	.....	1,000
No. 1 Common Plain Red Oak	.....	.....	15,000	5,000	.....	.....	18,000	1,000	.....	.....	.....
FAS Red Gum	220,000	150,000	110,000	200,000	170,000	50,000	60,000	50,000	.....	3,000	.....
FAS Quartered Red Gum	.....	.....	.....	.....	.....	.....	.....	3,000	.....	.....	.....
FAS Circassian Red Gum	.....	.....	.....	12,000	40,000	.....	3,000	1,000	.....	.....	.....
No. 1 Common Red Gum	60,000	20,000	130,000	10,000	20,000	50,000	20,000	20,000	.....	.....	.....
FAS Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum	50,000	30,000	40,000	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Common Sap Gum	.....	60,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 2 Common Sap Gum	40,000	35,000	.....	50,000	300,000	200,000	.....	.....	.....	.....	.....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	60,000	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	.....	.....	.....	20,000	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	40,000	30,000	.....	.....	.....
Common and Better Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS"

THE HOUSE OF QUALITY

SOME HIGH CLASS STOCK

5 cars 4/4 No. 2 Common & Better Soft Grey Elm
3 cars 6/4 No. 2 Common & Better Soft Grey Elm
2 cars 10/4 No. 2 Common & Better Soft Grey Elm
1 car 12/4 No. 2 Common & Better Soft Grey Elm

THE LOWER PENINSULA VARIETY

Write for Special Prices

THE STEARNS SALT & LUMBER COMPANY

Manufacturers
LUDINGTON, MICHIGAN, U. S. A.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

Wood-Working Machines For Those Who Discriminate

BEAR THE IMPRINT OF THE WORD

DEFIANCE

ON THE ORIGINAL CASTING

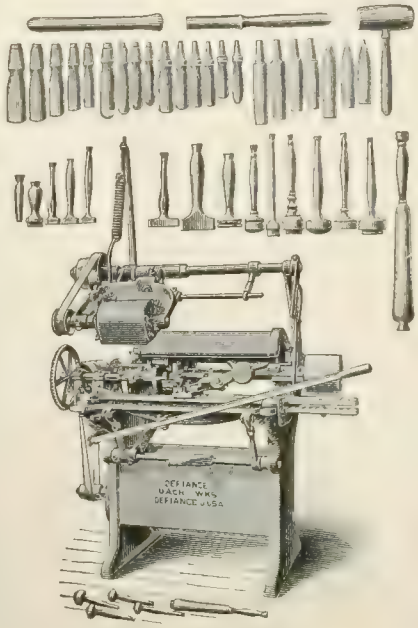
It means we defy any wood-working machine on the market today to produce results with as high a character as those produced on our tools.

We have always aimed to give the trade the best we, or any one else, could produce, and the future for DEFIANCE buyers contains even a higher expectation.

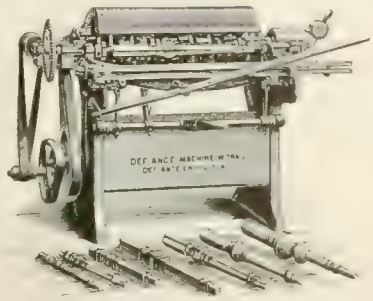
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Write us for catalog and prices.

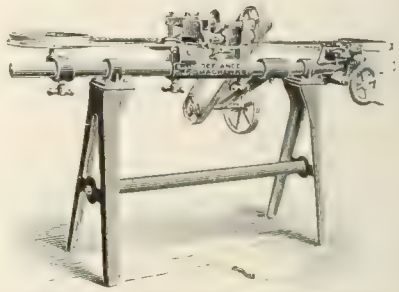
The Defiance Machine Works,
414 Perry Street, Defiance, Ohio



24" Handle Lathe



Patent Variety Lathe



Band Saw Filing and Setting Machine



Cup Wheel Knife and Bar Grinder

GREEN RIVER LUMBER CO.

ALL KINDS HARDWOODS

"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

MEMPHIS, TENN.

OUR NAME

GUARANTEES the quality of our

PLAIN RED and WHITE OAK, QUARTERED WHITE OAK, ASH, And Other Hardwoods

Our special attention to MIXED CARS means ECONOMICAL BUYING for you

John M. Woods & Co.

Main Office and Distributing Yard, EAST CAMBRIDGE, MASS.
WHOLESALE YARD, MEMPHIS, TENN.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

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OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

The Maley, Thompson & Moffett Co.

Veneers, Mahogany and Hardwood Lumber

Largest Stocks Best Selections

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY
GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

5 Cars 5-4 No. 1 Common Poplar
5 Cars 6-4 No. 1 Common Poplar
5 Cars 4-4 No. 2 Common Poplar

The Wm. H. Perry Lumber Co.
Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER
1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:
153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company
MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

CINCINNATI

THE GATEWAY OF THE SOUTH

L. W. RADINA & CO.

DEALERS IN

POPLAR AND HARDWOODS

CINCINNATI : : OHIO

MOWBRAY & ROBINSON

SPECIALISTS IN

OAK—ASH—POPLAR

ALWAYS IN THE MARKET FOR
ROUND LOTS OR MILL CUTS

OFFICE AND YARDS
SIXTH ST., BELOW HARRIET CINCINNATI

WE WANT TO BUY

1", 1¼", 1½" 1s & 2s AND NO. 1 COMMON SAP GUM
1", 1½" & 2" 1s & 2s AND NO. 1 COMMON RED GUM
1" NO. 1 COMMON TUPELO.

SUBMIT US YOUR STOCK SHEETS
WITH BEST CASH PRICES

DUHLMEIER BROS.
CINCINNATI, OHIO

E. C. Bradley Lumber Co.

702 Gerke Building, Cincinnati, Ohio

2 cars 4/4 No. 2 Com. & Better Ash.
½ car 4/4 No. 1 Com. & Better Ash.
½ car 8/4 No. 1 Com. & Better Ash.
3 cars 8/4 No. 1 Com. & Better Soft Maple.
1 car 8/4 No. 1 Com. & Better Soft Maple.
½ car 4/4 No. 1 Com. & Better Soft Maple.
1 car 1" Log Run Cherry.
100,000 ft. 4/4 Log Run Maple.
30,000 ft. 4/4 No. 2 Common Poplar.
15,000 ft. 4/4 Clear Sap Poplar.
13,500 ft. 4/4 No. 1 Panel Poplar, 18" to 24" wide.
14,000 ft. 4/4 No. 1 Panel Poplar, 24" & up, 30% 34" and up, 50 to 60% 14' & 16' long.
75 pcs. 1" No. 1 Panel Poplar, 39" to 48" wide, 16' long.
72 pcs. 1" No. 1 Panel Poplar, 24" to 39", 16' long.

All of the above is band sawed, good widths and lengths, and we can make prompt shipment

ARE YOU ALIVE

to the "Service" (in all its details) you can secure from us on Oak, Gum, Poplar and other Hardwoods?

BETTER GET IN TOUCH WITH US

THE M. B. FARRIN LUMBER CO.
CINCINNATI, OHIO

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

1 car 4/4" No. 1 & Panel Sap Gum, 21" to 25".
2 cars 4/4" 1 & 2 Red Gum, 18" to 27".
3 cars 4/4 No. 1 Com. Qrtd. Red Oak.
2 cars 4/4 1 & 2 Pl. Red Oak, 12" & up.
1 car 4/4 No. 1 Com. Qrtd. White Oak.
1 car 12/4 1 & 2 Pl. White Oak.
2 cars 4/4" Sd. Wrmy. & No. 2 Com. Qrtd. Chestnut.
3 cars 4/4 1 & 2 Poplar.
1 car each 12/4" No. 1 Com. Selects & 1 & 2 Poplar.
1 car each 4/4 No. 1 Com. & 1st & 2nds Ash.
1 car 4/4, 5/4 & 6/4 1 & 2 Ash, 12" & up wide.
1 car 8/4", 10/4, 12/4 & 16/4" 1 & 2 Ash, 12" & up wide.

Main Office
CINCINNATI, OHIO
222 W. 4th Ave.

SOUTHERN OFFICE, MEMPHIS, TENN.
EXPORT OFFICE, NEW ORLEANS, LA.

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

KENTUCKY

CENTER OF FINEST TYPE OF SOUTHERN HARDWOODS

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. Mills, Magnolia, Standard and 21st Sts.

Low Prices to Move Quick

15 cars 6/4 No. 3 Com. and Better Red and Sap Gum

15 cars 8/4 No. 3 Com. and Better Red and Sap Gum

1 car 4/4 No. 1 and No. 2 Com. Basswood

1 car 3/4 Com. and Better Plain Red Oak

Write Us If Interested

Falls City Lumber Co.

Incorporated

Keller Building, LOUISVILLE, KY.

Salt Lick Lumber Co.

SALT LICK - - - - KENTUCKY

MANUFACTURERS OF

Eureka Oak Flooring

Complete stock of 3/8" and 13/16" in all standard widths

Both Ends and the Middle

HARDWOOD RECORD reaches most everybody who produces markets and consumes Hardwoods.

Nothing But Hardwoods

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:

DRY—IN FINE CONDITION

QUARTERED WHITE OAK.

5,830' 3/4" 1s-2s.
10,500' 5/4" 1s-2s.
10,800' 6/4" 1s-2s.
8,000' 3/4" No. 1 Com.
20,000' 4/4" No. 1 Com., 10" & up
57,000' 5/4" No. 1 Com.
4,080' 6/4" No. 1 Com.
9,700' 4/4" Clear Strips, 5" and 5½".
11,970' 4/4" Clear Strips, Sap no defect, 2" to 4".
27,000' 4/4" No. 1 Common Strips. 2" & up.
45,000' 4/4" No. 2 Common.
5,390' 5/4" No. 2 Common.

PLAIN RED OAK

2,200' 2½" Com. & Better.
7,200' 3" Com. & Better.
1,700' 4" Com. & Better.
45,000' 4/4" No. 1 Com.
21,000' 4/4" No. 2 Com. Red and White.

QUARTERED RED OAK

21,000' 4/4" 1s-2s 6" & 7" wide.
15,000' 4/4" Clear Strips, Sap no defect, 2½" & up.
10,300' 6/4" No. 1 Com.

ASH

18,000' 4/4" 1s-2s 6" & up.

PLAIN POPLAR

5,000' 4/4" 1s-2s Yellow, 7" & up
8,600' 4/4" Box Boards, 13" to 17".
8,500' 6/4" 1s-2s Yellow, 7" & up
30,000' 6/4" No. 1 Common.
12,000' 4/4" Clear Strips.
21,000' 6/4" Clear Strips.

QUARTERED POPLAR.

16,900' 4/4" 1s-2s.
8,000' 4/4" No. 1 Common.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

Three Square Meals a Day

If it were possible for 90,000,000 people to quit eating three square meals a day, wearing clothes, riding in street cars and using houses and furniture, it would be possible for business to experience at times absolute paralysis.

As it is, with the not merely potential, but actual and unavoidable consumption of commodities of all kinds by a nation which has made consuming a fine art, business has got to go ahead, and can't help going forward unless it falls over its own feet.

Lumber is going to continue being used. This fall is going to be a good time to move it. If you need anything in the line of hardwoods, including mahogany and veneers, get in touch with the market where optimism is the only sentiment allowed. You'll find there are reasons back of it, too.

The Louisville Hardwood Club

NORMAN LUMBER COMPANY
EDWARD L. DAVIS LUMBER CO.
LOUISVILLE POINT LUMBER CO.
W. P. BROWN & SONS LUMBER CO.

OHIO RIVER SAWMILL COMPANY
C. C. MENGEL & BRO. CO.
THE LOUISVILLE VENEER MILLS
BOOKER-CECIL COMPANY

THE EAST

BOSTON NEW YORK PHILADELPHIA

WM. WHITMER & SONS
INCORPORATED

Manufacturers and Wholesalers of All Kinds of

"If Anybody Can, We Can"

HARDWOODS

West Virginia Spruce and Hemlock
Long and Short Leaf Pine Virginia Framing

Franklin Bank Bldg. PHILADELPHIA

Willson Bros. Lumber Co.

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WEST VIRGINIA HARDWOODS

Oliver Building PITTSBURG, PA.

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WHOLESALE DEALERS IN
HARDWOODS—Poplar and Gum
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89 STATE STREET BOSTON, MASS.
MANUFACTURER HARDWOOD LUMBER
Circular-sawed Poplar, Oak, Chestnut, Basswood, Maple
Mill at Stone Coal Junction, West Virginia

WM. E. LITCHFIELD
MASON BUILDING, BOSTON, MASS.
Specialist in Hardwoods
Manufacturers are requested to supply lists of stock for sale

Immediate Shipment
5 cars 4/4 No. 1 Common Yellow Poplar
4 cars 4/4 No. 1 Common Oak
DRY—Good lengths and widths
J. S. KENT CO., PHILADELPHIA

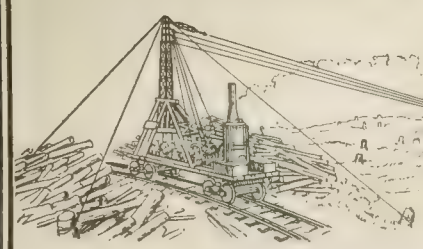
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Plans and specifications prepared. Construction supervised. First class heavy millwright work. Entire plants surveyed. Machinery for complete mills. Fire loss adjustments. Practical sawmill engineer. Can save you money. Highest testimonials.
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MAHOGANY VENEERS
EBONY DOMESTIC HARDWOODS
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CHARLES HOLYOKE
141 MILK STREET, BOSTON, MASS.
HARDWOODS

WISTAR, UNDERHILL & NIXON
REAL ESTATE TRUST BUILDING, PHILADELPHIA, PA.
QUARTERED WHITE OAK
NICE FLAKY STUFF

The CHEAPEST HARDWOOD LOGGING
IS DONE WITH
LIDGERWOOD CABLEWAY SKIDDERS



LIDGERWOOD MFG. CO.
96 Liberty Street, New York

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CHICAGO, SEATTLE
Agencies
NEW ORLEANS-WOODWARD, WIGHT & CO. LTD.
CANADA-ALLIS CHALMERS BULLOCK LTD.
MONTREAL VANCOUVER

THE EAST

LEADING MANUFACTURERS AND JOBBERS

ASH
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 14/4.

MAPLE
4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4.

YELLOW POPLAR
All grades and thicknesses.

AMERICAN LUMBER & MFG. COMPANY

Manufacturers and Wholesalers
PITTSBURGH, PA.

HARDWOOD
White and Yellow Pine

We make a specialty of thick White Ash, Hard Maple and White Oak.

Railroad Car and Construction Oak timbers, long lengths and special sizes.

Write for prices before heavy call for Spring requirements.

POPLAR
4/4 Bay Poplar (Tupelo 1st and 2nds.)

OAK
White and Red, Quartered and plain sawed, all grades and thicknesses.

CHESTNUT
All grades and thicknesses.

SPRUCE
All grades and thicknesses.

HARD MAPLE

When the quality of being hard is required in Maple, Vermont or Adirondack stock should be specified. Maple will not grow harder for us than other people, but it certainly does grow harder in this section of the country than elsewhere.

WE CAN MAKE PROMPT SHIPMENTS.

New York Office
25 West 42nd St.

GEO. WEBSTER LUMBER CO.
SWANTON, VT.

We Know How to fill your orders for all kinds of HARDWOODS, WHITE PINE, YELLOW PINE, SPRUCE, HEMLOCK, CYPRESS, HARDWOOD FLOORING.
Give us a trial.

THOMAS E. COALE LUMBER COMPANY

FRANKLIN BANK BUILDING, PHILADELPHIA, PA.

CHERRY
50 M ft. 4/4 No. 3 Common

RED OAK
2 Cars 4/4x16" and wider 1s and 2s

WE HAVE IT

W. W. DEMPSEY

Manufacturer and Wholesaler of

HARDWOODS

CYPRESS
350,000 feet 4/4 Shop & Better

SPRUCE
4/4 and 8/4 Clear and Select, 8/4 Box and Mill Cull

BAND SAWED STOCK

A LINE BRINGS PRICE BY RETURN MAIL

General Offices
Johnstown, Pa.

New York Office
No. 18 Broadway

BEECHER & BARR

OAK CHESTNUT POPLAR

WHITE PINE, YELLOW PINE AND HEMLOCK
INTERIOR TRIM. HARDWOOD FLOORING.

442 LAND TITLE BLDG. PHILADELPHIA, PA.

CHAS. K. PARRY & CO.

Hardwood Lumber

LAND TITLE BUILDING, PHILADELPHIA, PENNSYLVANIA

WE WANT 5/4 No. 1 common Red Oak 8/4 No. 1 common Red Oak
4/4 No. 2 common Red Oak Log Run Basswood

¶ HARDWOOD RECORD is a different kind, and altogether better lumber newspaper than has hitherto been published. This is made possible by the loyal co-operation and support of the hardwood element of the lumber industry. If you are a subscriber you will agree.

S. L. EASTMAN FLOORING CO.

SAGINAW BRAND

MAPLE FLOORING

SACINAW, MICH.

R. E. Wood Lumber Company

¶ Manufacturers of Yellow Poplar, Oak, Chestnut, Hemlock and White Pine.

¶ We own our own stumpage and operate our own mills.

¶ Correspondence solicited and inquiries promptly answered.

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CONTINENTAL BUILDING.

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YOU pay a *little* more for our hardwood lumber than you do for many others, but it's worth *much* more.

With our modern and first-class equipment and expert operatives, we couldn't make bad lumber if we tried to, because the *quality* and *size* of our virgin tough mountain white ash, red birch, yellow poplar, buckeye, maple, red oak, cherry and basswood, averaging less than three logs to the thousand, and 95 per cent sixteen feet, is the best type of hardwood timber growth in the United States, and shows a larger percentage of *firsts*.

If you are a discriminating buyer let 's get acquainted.

LITTLE RIVER LUMBER COMPANY, Townsend, Tenn.

Dry Poplar for Immediate Shipment

2 cars 4/4 Fas.
2 " 4/4 Saps, Selects.
3 " 4/4 No. 1 Common.
3 " 6/4 No. 2 Common.
1 " 8/4 Fas.
2 " 8/4 Saps, Selects.
5 " 8/4 No. 1 Common.
4 " 8/4 No. 2 Common.
2 " 10/4 No. 1 Common.

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Main Office
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Furnish small manufacturers and dealers with same service obtained by large companies maintaining traffic departments.
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FIRE INSURANCE

Lumber Underwriters

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NEW YORK

E. F. PERRY, Manager.

Poplar! Poplar!! Poplar!!!

WE HAVE THE FOLLOWING BAND SAWN AND EQUALIZED POPLAR LUMBER.

1 Car 1/2 1s-2s Clear Saps, 6" and up wide.
2 Cars 5/8 1s-2s Clear Saps, 6" and up wide.
1 Car 4/4 Clear Sap Strips, 5"x6" wide.
10 Cars 4/4 1s-2s Clear Saps, 6" and up wide.
10 Cars 4/4 1s-2s Poplar, 7" to 17" wide.
5 Cars 4/4 Panel and No. 1 Poplar, 18" to 23" wide.
2 Cars 4/4 Panel and No. 1 Poplar, 24" to 37" wide.
5 Cars 4/4 Box Boards Poplar, 10" to 12" wide.
5 Cars 4/4 Box Boards Poplar, 13" to 17" wide.

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OAK FLOORING

Kiln-Dried Polished

HARDWOOD LUMBER — OAK FLOORING — BOX SHOOKS — CARRIER LUMBER & MFG. CO. SARDIS MISS. — BENT WOODWORK — ROTARY CUT VENEER

Hollow Backed and Bundled

ANNOUNCEMENT

Our extensive new sheds are now completely stocked with an exhaustive line of rough and finished poplar.

Our big, new mill, which began operations on January 1, is equipped throughout with every modern improvement for the scientific production of finished lumber.

We specialize in poplar, drop siding, bevel siding, moulding, finish, etc.

THE W. G. WARD LUMBER COMPANY
Manufacturers of
POPLAR AND HARDWOODS
IRONTON, OHIO

Watch This Space



Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
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Editorial Comment

General Market Conditions

Reflections in market reports from all the leading hardwood centers of the country, in this issue, indicate an unusually strong demand for hardwoods of nearly every variety. Plain oak still remains especially short in supply, and values are ranging higher than ever before in the history of the wood. The stocks of desirable quarter-sawed oak are also being reduced very materially, and prices are stiffening.

High-grade, wide poplar is about the only item in the entire list that is not in active demand, and even it is selling in fair volume at reasonably satisfactory prices. There is a veritable boom in the price of high-grade, tough white ash, and holders of this stock are able to get about any reasonable price they care to ask for it.

All the northern woods are in short supply and are eagerly sought.

The mahogany people are having a genuine boom in veneer and solid wood, some dealers reporting they are from ninety days to six months behind their orders. The fancy veneer business in all branches of wood is in good shape, and trade is remarkably active. There is a good call for quarter-sawed oak veneers, but prices are still ranging very low. In fact, but few manufacturers of sawed veneer are able to make much profit at log values now prevailing.

Generally the panel business is excellent. There seems to be an increased call from the furniture and interior finish trade for lumber, veneers and panels, and a good many buyers are trying to crowd their orders to get stock into their plants previous to the absolutely certain car shortage that will obtain within the next few weeks.

The jobbing element the country over is generally not in very good shape to take care of business offered. There seems to be more demand for lumber than there is supply, and many buyers are making purchases direct from manufacturers, in the belief there is more certainty of their orders being executed.

This is certainly a hardwood manufacturers' year. The general tendency of the market apparently discloses a growing disposition on the part of the manufacturers to take advantage of sales direct to the consumer without calling upon the middlemen to assist in handling the products.

The Railroads and the Tie Business

The handling of tie business by the average railroad traversing sections of the country where tie timber grows is certainly open to criticism. Primarily there seems to be a manifest fear on the part of such railroad authorities that their sources of supply for ties are speedily going to be exhausted. With this idea in view, they refuse to make a rate for the shipment of ties under which any producer of them can exist, and they permit but few ties to be sold and shipped off the line of their own roads. Again, they usually "farm out" their tie contracts to some metropolitan tie man who "works" the native tie producer to the limit.

It is the policy of this gentry to know to a nicety the exact price at which a tie-hewer can produce ties, and at the same time get three meals a day and enough ragged clothes with which to cover himself. No stumpage value for the material is ever dreamed of in the tie-buyers' calculations. Once this minimum price is figured to a nicety, it is the price that is paid the tie man for producing and delivering ties to the right-of-way of the railroad on which he operates. Naturally this condition, while manifestly profitable to the wholesale tie man, holds down the output very closely to the actual requirements of the railroad.

That this system is a very silly one is manifest, because not one stick of timber in a hundred that is suitable for the making of ties goes into tie production. On the contrary, the small timber left after the saw timber is taken out of the holdings is girdled, felled and destroyed by fire.

There is a great deal of talk about the immediate tie shortage that confronts the railroads of this country. As a matter of fact, there is more available tie material in existence at the present time, and for future generations, than the railroads can possibly use, if they will use common sense in the handling of their tie purchases and shipments, and arrange to conserve the tie material along their lines, rather than farm out the business in the way they do, and not permit tie makers to receive a decent price for their labor and raw material.

As a specific example: If a reasonably just tie tariff were put into effect on the Illinois Central railroad, there would be ties piled at shipping points for hundreds of miles along this line, which would not only supply the total wants of this company, but render

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Henry H. Gibson, Editor; Hu Maxwell and Edwin W. Meeker, Associate Editors.

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SEP 1 1912

it possible for many other railroads that do not penetrate timber-growing sections to have an ample supply at reasonable prices.

It is also thoroughly believable that the Illinois Central Company itself would be able to secure its ties at much less cost than it does at the present time. This company is referred to simply as a concrete example, as there are scores of other railroads which pursue exactly the same tactics in the tie business as does this one.

Warning Against Fakes

Consul Arthur J. Clare of Bluefields, Nicaragua, warns Americans against fake companies selling stock in banana plantations in that country. He says there is much valuable unplanted banana land there, and many good plantations, and money can be made in the business; but the fake companies have nothing better than an option on the land. They have planted no bananas and have made no improvements. Some of them do not even have options on land, and the person who buys stock is simply fleeced out of his money. "The pity of it is," says Counsel Clare, "that the widows and orphans are usually the greatest sufferers by these fake companies. The object of this report is to warn the American public against investing in the stock of any banana companies on this coast without properly investigating such companies."

Banana companies are not the only fakes pretending to deal in the natural resources of the Latin-American countries south of us. There are unquestionably good investments to be made in that direction, but it may generally be accepted as a fact that it is no place for the small investor, and that the large investor will investigate before he parts with much money. Some of the properties usually offered for sale are tracts of timber which, if they exist at all, are inaccessible; pineapple lands in remote islands or valleys; mines and minerals either mythical or inaccessible; and sugar lands four times as remote and not half as good as those to be had in the United States.

To Hardwood Dimension Stock Producers

HARDWOOD RECORD has been requested by several leading hardwood dimension stock producers to issue a call for a conference of those interested in this line of production, to be held at Chicago early in October.

Those inspiring this movement think a meeting of this sort would be eminently desirable, as it would contribute to an exchange of information on the subject of costs; would gain for the participants a better knowledge of hardwood dimension values; and would aid in putting this product on a much better profit footing than obtains at the present time.

This publication will take pleasure in arranging for such a conference, and issue a call for this meeting, if at least a dozen dimension stock producers authorize it. All such interested will kindly address HARDWOOD RECORD, giving their ideas on the subject of the desirability of such a conference.

Chicago, Ill.
September 10, 1912.

HENRY H. GIBSON, Editor.

Appalachian National Forest

In last issue of HARDWOOD RECORD appeared the first succinct and authoritative account that has been prepared covering the history, purposes and possibilities of the newly created Appalachian National Forest. The story has been prepared by the editor of this publication, who has a deep interest in assisting in forwarding to a successful consummation this most important work. From the fact that he has either resided in, camped on or traveled this region for nearly a quarter of a century, his description, analysis and deductions covering this great enterprise can be regarded as the result of careful study and mature thought. His belief that the enterprise is of more far-reaching value and importance than the Pamana Canal is well founded.

Up to date the Appalachian Forest Commission has secured approximately 270,000 acres of land for this national forest park, and more than a million acres are under examination and consideration. The purchases up to this time involve 70,000 acres in Virginia, 70,000 acres in Tennessee, 60,000 acres in North Carolina and 30,000 acres in Georgia. On the whole timber owners in the territory involved in the proposed area are recognizing the immense value of the enterprise to the public, and are exercising remarkable willingness to dispose of their semi-denuded tracts to the government at moderate prices. The average price paid by the government so far, including a number of important virgin tracts, is $5.60 per acre.

Much credit should be accorded the Commission and Forest Service, notably Chief Forester Graces and Assistant Wm. L. Hall, for the careful, painstaking and intelligent work they are doing in making the selections and purchases of land.

Buckeye for Core and Cross-Banding

The favorite material for core and cross-banding stock for veneer purposes is poplar. It is a wood that has become scare and the log prices range high. At the average rotary veneer plant poplar logs are probably worth an average of fifty dollars a thousand. When this stock is cut into core and cross-banding, it is very difficult for the veneer producer, at the price which he obtains for the material, to secure a new dollar for an old one.

It is suggested alike to veneer producers, panel makers and the consuming trade buying these materials that a most excellent substitute for poplar is buckeye. It is not generally known that buckeye exists in any considerable quantity in the United States, but it does, since the buckeye timber in at least a dozen counties of eastern Tennessee and western North Carolina ranges well up to five per cent of the total stand of the timber in this region. In fact, there are hundreds of millions of feet of excellent buckeye available for veneer purposes in this section, and buckeye timber is being sold at about one-third of the price demanded for poplar. The physics of buckeye are such that it is in every way equal in value to poplar for the purposes named.

Philippine Timber Concessions

Consul General George E. Anderson of Hongkong announces that important American lumber interests are arranging for timber concessions in the Philippines, with the object of importing lumber into the United States. During the past three years the development of lumbering in those islands has been rapid, but thus far the shipments to this country have not been large.

The department of the United States Forest Service, which has charge of the government forests on the islands, has done much during the past two or three years to make known the timber resources of that region. Samples of many of the most promising woods have been distributed among interested parties in the United States, accompanied by descriptive circulars, which give information concerning available supplies and the regions where found. Most of the species are tropical hardwoods, many of them very heavy, and some rich in color, and possess good grain and figure. The amount of timber that may be drawn from the Phillippines is large, and much of it will naturally seek a market in the United States.

A complete set of samples of commercial Philippine woods is on file at the office of HARDWOOD RECORD, where the woods may be examined by anyone interested.

Erroneous Information

Articles continue to go the rounds of newspapers predicting a lumber famine in a few years. This is not a new story. It turns up at pretty regular intervals. Of course, there is not as much

timber in this country as there was some years or some generations ago; but no timber famine is imminent. There will be plenty of lumber of many kinds for a long time to come. The people are using more than formerly, but they are wasting less. Acre for acre, the supply goes farther. Species which were once untouched now find ready markets. Forest waste is smaller, sawmill scraps are used, and by the practice of economy, lumber goes much farther than formerly, and anything approaching a timber famine in the near future is not visible at this time.

Progress in Fighting Chestnut Disease

The Pennsylvania Chestnut Tree Blight Commission has made considerable headway in its efforts to check the spread of the chestnut tree blight, according to reports on the work done submitted at the recent meeting of the commission in Philadelphia.

Referring to the report of the general manager, every county of Pennsylvania will within a few weeks contain active agents in the employ of the commission. It is a gratifying fact that only a portion of the $275,000 appropriated by the state for the work will be used. An interesting feature of the work of the commission is the determination of practicable uses to which to put the dead chestnut trees. It has been found that they are useful for telegraph poles, ties, house props, tannic acid and for various other purposes. The Pennsylvania railroad has aided the cause by submitting a special schedule under which it will haul the dead chestnut trees at half the price of sound timber.

It has been determined that one type of fungus is harmless while the other is the one which causes such extensive destruction. With the discovery of a reliable means for distinguishing between the two, the work of the commission will be considerably lightened.

Methods of combating the disease other than cutting down the trees are being tried out, although nothing definite has yet been learned. A rigid inspection of all nursery stock before shipment has had a favorable influence in checking the spread of infection.

Another possible cause for the spread of the disease is seen in insects. Special investigators are at work endeavoring to determine whether or not anything is to be feared from this direction. One original and effective method of combating the disease has a character analagous to the methods used in fighting forest fires. When the range of an infected area is determined the workers go some little distance ahead in the path of its progress and infect the trees with the fungi. The deadened area which results checks the progress of the main body of the blight.

News Advertising for Lumber

HARDWOOD RECORD has contended in commenting upon various proposed methods of exploiting products of the forest in competition with various recognized substitutes that the most valuable form of publicity would come through the news columns of the daily press and periodical publications. Some little objection to this idea was encountered in which the chief argument seemed to be that it would be impossible to secure space of this character. HARDWOOD RECORD contended on the contrary that the average publisher of any kind of a periodical or daily paper is always looking for news which is news, and if he could combine a good news story with a boost for the lumber trade, he would have no scruples about doing so.

This contention has been substantiated quite recently in two striking instances. The first is seen in the Saturday Evening Post of recent date. While the article is not directly in the interests of the practical lumber business, it concerns an organization closely affiliated with it, namely, the Forest Service. This branch of the government, by reason of its close interest in products of the forest has met with the same biased and unreasoning opposition and prejudice with which the lumber trade has had to contend. It has until now never been given an opportunity of raising its voice in protest against such sentiment. Henry Solon Graves, chief of the Forest Service, however, takes a decided issue with the opponents of the National Forest plan in an article entitled "Farms in the National Forest." The policy of reserving forested areas for the government has been fought on the basis of the contention that it would eliminate the settlement of vast areas suitable for farming. Mr. Graves analyzes the question authoritatively and in such a convincing manner that his story will command the attention and respect of anyone who reads it.

The second instance of the successful acquisition of news space is from the daily press. The Daily Picayune of New Orleans of Sunday, August 11, contains a lengthy and detailed discourse on mahogany, treating the subject from the woods to the ultimate consumption of this wood in the manufacture of furniture. While the article was evidently written by a newspaper representative, and necessarily contains a few slight errors, it goes a long way toward giving the consumer an accurate knowledge of the raw material going into a great deal of his furniture. The success with which mahogany manufacturers have been marketing their production in the place of quartered oak of late has been attributed to advertising. This contention certainly seems founded on facts when the force and wide influence of the article in question is considered. But the real point is this. The way has been opened for extensive exploitation of forest products through such mediums as here recited. It does not seem an insurmountable task to secure similar publicity for various other products of the woods, which of necessity must be advertised to the consumer to secure their perpetual consumption.

Holding Down Lumber Fire Risks

The Lumbermen's Underwriting Alliance of Kansas City, Mo., has forwarded a letter to all mill owners allied with it in its insurance plan, which contains exceptionally good advice. The letter notes the exceptionally low loss ratio on alliance plants for the first eight months of 1912, and the consequent large saving on insurance premiums. This must be very gratifying to those who carry policies in this association. It solicits help in maintaining this record, and asks for the co-operation on the part of mill managers to this end.

The letter states that in checking up and correcting defects reported by field men, pointing out faults is only the first step and does not remove the danger. Hazard exists until the mill manager's part is done. While it is doubtless annoying to a busy manager to be asked to investigate and correct hazardous tendencies, it takes less time and expense than it does to recuperate from a fire.

The letter suggests sending the company's insurance bulletins to foreman, and insists that they be read and analyzed. Extra copies of these bulletins, regularly issued by the company, will be supplied to all mill owners on request.

The Alliance in its bulletin of a corresponding date notes that plants insured under its policies have experienced during the year thirty-five fires up to the close of August. Nine of these fires occurred on Monday morning; four on Sunday morning or Sunday night; three during off-hours on Saturday. Hence, almost fifty per cent of the fires occurred at the week-end, and a large portion after midnight Saturday. The comparatively small portion of fires during the first half of the week, while mills are cleanest, demonstrates the value of thorough nightly clean-ups. The fact that more fires occur on the nights claimed the world over for recreation, indicates that even watchmen are not proof against the general holiday laxity.

The Alliance urges that the clock records for Saturday and Sunday nights be checked with especial care, and that managers satisfy themselves that the watchmen's habits are not such as to render them unfit custodians of the property they are paid to safeguard.

There is small doubt that at least one of the most costly sawmill fires of last year came from the pipe or cigarette of an employe. Smoking should be just as rigorously prohibited in a sawmill in non-working hours as during the time that the mill is in operation.

The monthly circulars of the Lumbermen's Underwriting Alliance should be secured by every mill owner, whether he be a participant in alliance insurance or not, as they contain a vast fund of information covering origin of fires, and make suggestions for plans to safeguard valuable properties.

Pert, Pertinent and Impertinent

The Lumber Salesman

We are all of us acquainted
  With the different types of men
Who with goods galore to sell us
  Oft invade our private den.
Each with method quite peculiar
  Seeks our orders to obtain
And to make a good impression
  So he may come back again.

First we see the open jollier,
  Who proceeds at once to tell
Without doubt we are the smartest men
  On Earth, in Heaven or Hell.
And he thoroughly disgusts us,
  'Till we oust him from our den
With a standing invitation
  Never to return again.

Next old Pussyfoot comes sliding in,
  With caution and great care,
And begins his little speechlet,
  E'en before we know he's there.
He is quiet, smooth and oily,
  Most persuasive of all men,
And we thank our stars when rid of him,
  And murmur "Ne'er again."

Then the man with golden dollars,
  Taken freely from his hoard,
All tacked on face and edges
  Of each and every board.
His gilt edge stock, good widths and lengths,
  No six-foot, eight or ten,
Is so fine that we're suspicious.
  (But he's sure to come again.)

Once more a salesman enters,
  But *he* never told the truth
In descriptions of his stock to you
  In all his life, forsooth.
The stock he's shipped has never
  Up to specifications been,
And you vow he'll never get *you*
  On his order book again.

But here's the boy you want to see!
  His word's as good as gold,
And you can trust *his* statements
  He has proven oft of old.
His word's as good as any bond,
  He stands a man with men;
And you're glad to give him orders,
  And you bid him "Come again."

LOOK OUT!



The Hardwood Man—A fair stock, good demand and satisfactory prices—but this cloud worries me.

Awful!

Mrs. Hornbeak (in the midst of her reading)—My goodness! What's this country coming to? Here is an article headed "A Bartender to Every Two School Teachers."

Farmer Hornbeak—By hickory! How them professor to drink.—*Puck.*

Always Accommodating

"Miss Upperten, are you engaged to be married to the Duke de Dedbroke?"

"No; but here's a photograph of mine which you may publish, anyhow."

The Literal Truth

A Kansas editor announced he would try for one week to print the truth, and he is still in the hospital. He didn't get by the first day. The following item appeared in Monday's issue, and now the boys are selling out the paper. This is what he said:

"Married, Miss Sylva Rhode to James Cannaham, last Sunday evening, at the Baptist church. The bride was an ordinary town girl who didn't know any more than a rabbit about cooking, and never helped her mother three days in her life. She is not a beauty, by any means, and has a gait like a duck. The groom is an up-to-date has-been loafer, living off the old folks all his life, and don't amount to shucks nohow. They will have a hard life while they live together."—*Sacred Heart Review.*

An Object of Admiration

"What makes you admire that man so much?"

"Why, don't you know him?" responded the timorous pedestrian. "He's the policeman who stands at the corner where the automobiles are thickest and never gets run over."—*Washington Star.*

American Forest Trees

NINETY-SEVENTH PAPER

RED HAW

Crataegus coccinea—Linn.

The range of red or scarlet haw extends from New Foundland westward through southern Canada to the eastern base of the Rocky mountains, thence south to Texas and Florida. It covers one-half of the United States. In the northern part of its range the red haw is confined to the slopes of low hills and along water courses, but south in the Appalachian mountains it grows at an elevation of several thousand feet.

It has various names in different regions. It is called scarlet haw in New Hampshire, Massachusetts, New York, New Jersey, Pennsylvania, North Carolina, South Carolina, Mississippi, Arkansas, Missouri, Illinois, Nebraska, Iowa and Minnesota; red haw in Rhode Island, New York, West Virginia, South Carolina, Georgia, Mississippi, Louisiana, Texas, Missouri, Illinois, Nebraska, Ohio, Iowa, Minnesota and South Dakota; white thorn in Vermont, Rhode Island, Delaware, Mississippi, Iowa, Illinois, Kansas, Minnesota and Ontario; scarlet thorn in Vermont, Massachusetts, Rhode Island, New Jersey, Delaware and Ontario; scarlet thorn in Vermont, Massachusetts, Rhode Island, New Jersey, Delaware and Ontario; scarlet-fruited thorn in Michigan and Minnesota; red thorn in Kentucky; hawthorn in Pennsylvania and Iowa; thorn in Vermont, New York, Kentucky and Montana; thorn bush in Rhode Island and Pennsylvania; thorn apple in Vermont and Montana; thorn apple tree in Minnesota; thorn plum in Maine, Vermont and New York; haw bush in Montana; scarlet thorn haw in Florida; hedge thorn in Montana; and red thorn bush in Kentucky and Indiana. The fact is worthy of note that it is well known and is clearly recognized in every region where it grows, though various names are given it.

The red haw never reaches large size. In rare cases it may attain a height of thirty feet and a diameter of ten inches, but it is usually less than half that size. Where it grows in the open it develops a crown. The branches are armed with chestnut-brown thorns from an inch to an inch and a half in length. The fruit is of little value because of its small size, though its mild, acid flavor is not unpleasant. The bright scarlet color of the fruit gives name to the tree. It ripens late in September or in October, and at that time the tree presents a beautiful appearance. The branches frequently remain laden with fruit after the leaves have fallen.

The accompanying illustration shows a red haw tree on Thunderhead mountain near the boundary line between Tennessee and North Carolina.



TYPICAL GROWTH RED HAW, EASTERN TENNESSEE-WESTERN NORTH CAROLINA.

The wood of red haw is of a high character and but for its scarcity would have wide commercial use. It is among the heaviest woods of this country. A cubic foot of it, thoroughly seasoned, weighs 53.71 pounds. The tree is of slow growth and therefore the annual rings are narrow, and the wood is dense. There is little difference in the appearance of the heart-wood and the sap. The former is brown tinged with red, and the latter is a little lighter in color. The evenness and uniformity of the rings of yearly growth make the wood susceptible to a high polish. The medullary rays—that is, the streaks of lighter-colored wood radiating from the center outward—are very obscure in red haw, and for that reason the appearance of the wood is much the same, irrespective of the direction in which it is cut. In that respect it is similar to the wood of most members of the thorn family—usually being too small to be quarter-sawed. However, even if the trees were large enough, quarter-sawing would bring out but little figure.

Red haw is a lathe wood. It is well suited to some other purposes, and has been used for engraving blocks, small wedges, and rulers, but the best results come from the lathe. If it is thoroughly seasoned it is not liable to crack or check, though cut thin in such articles as goblets and napkin rings. The turner sometimes objects to the wood because of its hardness and the rapidity with which it dulls tools. This drawback, however, is compensated for by the smoothness and fine polish which may be given to the finished article. Red haw checker pieces have been compared with ebony for wearing quality. In color, of course, the ebony is more handsome, and on that account is generally preferred.

Perhaps the most extensive use of red haw is in the manufacture of canes. Most of the species of thorn are suitable for that purpose on account of their weight, strength and hardness. Red haw is not specially preferred, but is used with others.

Red haw runs into many forms and varieties, differing in shape and size of leaves and fruits. Some of the characteristics which are prominent in one variety or form may be inconspicuous in another. Because of this fact, identification is not always easy. There are at least ten well-known forms or varieties of red haw in the United States. As a source of wood supply, the tree will never be important; but as an adornment to the landscape it will always be valuable, and at the same time will fill a minor place in the country's list of commercial woods.

Heat Conductivity of Wood

It is a well-known fact that dry wood is a very poor conductor of heat. This is well illustrated in the employment of wood for matches and as handles for utensils and tools subjected to rather high temperatures. Sawdust makes an excellent insulator against changes in temperature. The same is true also of charcoal, which is often used within the walls of ice chests, refrigerators, and about pipes and tubing where a non-conductor of heat is required.

A light, porous wood is a considerably poorer conductor of heat than one that is dense, due to the greater amount of dead air imprisoned in its cavities and to the less continuity of wood substance. Increase in the moisture content of wood is accompanied by increase in conductivity. If the heat is great enough, a portion of the contained water is converted into steam, which forces its way through the wood, thereby raising the temperature more quickly.

It has been found by experiment that woods are least conductive in a radial direction and highest longitudinally. Tests can readily be made by taking small boards of uniform dimensions, boring a hole through the center of each for the introduction of a small steam pipe or of a metal rod so arranged that it can be heated. If the block is coated with a thin layer of paraffine or wax the relative conductivity of the wood may be observed from the manner in which the paraffine or wax melts. Instead of melting uniformly in a circle with the pipe or rod as the center, the actual shape of the melted portion is that of an ellipse with its longest axis in the direction of the wood fibers, that is, longitudinally.

The ratio of the longest and shortest axes of the ellipse thus formed varies widely with different woods. In lignum-vitæ, black locust, and Osage orange, for example, the ratio is about 1.25 to 1; in oak, ash, maple and beech, about 1.50 to 1; while in basswood, poplar, magnolia and buckeye it is about 1.80 to 1. Thus the denser the wood the more nearly does the shape of the ellipse approximate that of a circle, or in other words, the more nearly uniform is its conductivity of heat in all directions. Conversely, the lighter and less dense the wood the greater the conductivity in longitudinal direction in proportion to that of the radial and tangential.



LEAF PRINT OF RED HAW
(See page 25.)

The question of the heat conductive power of wood is of importance in determining the principles involved in kiln-drying lumber. This very extensive business has developed along various lines and is largely based upon rough empirical data. Too often a person successful in handling one class of material feels that he has the key to the entire situation. As a result, there are many types of kilns and divergent views as to the best methods of conditioning wood by artificial heat.

It is well known that different kinds of wood and different sizes of material require different treatment in order to secure the best results. Undoubtedly the question of conductivity is involved, though to just what extent is not yet fully known. In large timbers considerable time is required to allow the heat to penetrate to the interior. This is necessary if drying is to proceed uniformly. If the outside dries too rapidly, a shell is formed which is a much poorer conductor of heat than the interior, and serves as an insulator against further entrance of heat. This dry shell also resists the transpiration of the interior moisture and retards the drying operation, besides causing severe strains in the fibers.

One advantage of beginning the drying of lumber in a moist atmosphere is that the interior of the green lumber is heated without superficial drying taking place. If dry heat is applied, vaporization begins at once from the surface of the lumber, and the heat energy is utilized in this manner, instead of being first conducted to the interior of the wood, as is necessary if the drying is to proceed uniformly.

In certain processes in the preservative treatment of timber products penetration is secured by varying the temperatures of the interior and exterior of the timbers. Thus when a stick of wood is heated the air within it expands and a portion escapes. If it is cooled by placing in a cold liquid, the air condenses and, owing to the unequal pressures within and without, the liquid is forced in to take the place of the expelled air. The question of conductivity is involved in determining the length of time a timber should be exposed to external heat in order to obtain the proper temperature inside. This will vary according to the size and shape of the material, the density of the wood, and the water content.

The Forest Service has for several years been conducting investigations of the principles of drying lumber. A bulletin now in press gives the results of a large number of determinations of the specific heat of different woods. By specific heat is meant the ratio of the quantity of heat required to raise a body one degree in temperature to the quantity required to raise an equal weight of water one degree. The specific heat of wood is a measure of its heat capacity or the amount of heat it will absorb or give out in passing through a certain range of temperature. It was found that the specific heat of all woods is approximately the same, without regard to species, and that the mean value between freezing and boiling temperature is 0.327. S. J. R.

Increase in Per Diem Charge

At a recent meeting of the American Railway Association it was voted that after January 1 a per diem charge of freight cars coming under the jurisdiction of other roads than those which own the cars shall be increased from thirty and thirty-five cents to one rate of forty-five cents.

The question before the vote caused somewhat heated arguments, but was finally carried by a vote of 179 against 162. A most significant fact and one which has most interesting bearing on present traffic conditions is seen in the association records, which reveal that the roads voting for the increase hold an aggregate of 1,708,001 freight cars, whereas the roads representing the losing side have an aggregate holding of only 638,885 cars.

The significance of this condition lies in the possible effect it will have in stimulating the roads to more general car building.

A prominent railway publication says that it is common knowledge that the lines having insufficient freight equipment are often more willing to pay the additional small per diem charge than to make such expenditures for new rolling stock. Whether or not the new ruling will have the desired effect depends upon whether the new rate is sufficient to prove more expensive to insufficiently equipped roads than the actual building of increased equipment of their own.

While the wood-workers in the larger cities often can buy electric power cheaper than they can operate power plants, the sawmill man in the country town often can reverse the order and produce electricity for the town, thus finding a better use for his surplus fuel than the waste burner.

Should White and Red Oak be Mixed

A furniture manufacturer recently addressed this inquiry to an expert on finishing:

"We are troubled at present with red oak mixed in our cases with white oak. Would you kindly give a suggestion as to how to treat the red oak to match the white, making them uniform in color?"

This inquiry suggests that mixing red oak and white oak by the lumberman is a plan which is short-sighted, to say the least. Since it provides a hard problem for the manufacturer in putting his goods on the market, the latter is sure to remember the lumberman who sold him the material and to put a little red mark opposite his name under the heading, "People From Whom Not to Buy."

Of course, from the standpoint of wood experts, there is red oak which is so close to white that there is comparatively little difference between the two varieties. It is undoubtedly true that some individual boards furnish a hard study even for the experienced lumberman, and can hardly be properly designated without close inspection. On the other hand, however, there is red oak which is plainly red oak and which has no real warrant in being in a pile of white. Where the plank is what might be called a "line board," there is justification for putting it with white oak, and thus giving the lumberman the benefit of the doubt; but to mix red oak with white as a matter of intent is to do the purchaser a wrong and to do the lumberman himself a wrong which is seldom made up for by the difference in the selling price of the two varieties.

The trouble comes in quartered oak principally, as there is not much marking between plain red and white as to price, and consequently, by an interesting coincidence, there is less difficulty in distinguishing between a red oak and a white oak board. The fact that it is the high-priced stock which is made the medium for this form of "salting," to use a rather harsh expression, makes the situation all the worse, since the purchaser, who has a right to expect to get exactly what the order calls for, is thus, in some cases, compelled to use material which is not adapted to his needs, and which is bound to result in dissatisfaction.

As a matter of fact, it would be better, as far as the user is concerned, to receive a car load containing only red oak rather than one made up of white oak with a considerable percentage of red oak mixed in. The latter is present in just sufficient quantity to cause trouble in finishing, and is not a large enough factor to give a chance for uniformity in making up the finished product. A case made exclusively of red oak would make an appearance several times as attractive as one containing a mixture of white and red.

Not only is there a difference in color, which requires a special treatment as to finish, as suggested by the inquiry noted above, but the texture of the wood is different. Red oak tends to develop a "fuzz" which makes finishing difficult. That, at any rate, is the experience of many consumers. It seems to be conceded that the wood does not hold its finish after being put in the hands of the ultimate consumer as well as white oak, thus making another argument in favor of the use of the latter material.

It might be said that the purchaser of the lumber should have sufficiently expert handlers to be able to pick out the red oak from the white, and to pile the former separately so as not to run the risk of having the two come together in the same case. In practice this is not usually the situation, and anyway it would be bad policy for the lumberman to announce a principle of selling which involves a "Caveat emptor" attitude on the part of the purchaser. This is not necessary in most instances, and the consumer can usually rely on getting what he ordered. It is the exceptional lumberman who attempts to take advantage of lack of sufficient technical knowledge on the part of the purchaser to be able to distinguish between two varieties of wood as closely associated as white oak and red.

There is, it is true, some ground for the statement that the consumer of lumber who attempts to buy quartered white oak and pay red oak prices for it may hardly be surprised to find that he has received just about what the price paid would justify him in expecting to get. The "cheap buyer," who constantly hammers at the price, is constantly getting his deserts in this way, either in a poorer grade or a cheaper variety, as in the case of quartered oak; but this is yielding the field to the buyer, instead of standing by one's guns and insisting on educating the consumers of lumber as to the factors involved.

Merely to take the attitude that the consumer is going to get his lumber somewhere, and at the price he insists on paying, does not entirely justify the shipper in taking the order on those conditions and then filling it in such a manner as to allow himself a profit. It is done frequently, of course, and there is much justification for it from a practical standpoint. It would be far better, however, if the consumer were to be informed about the facts, so that lumbermen who desire to sell goods on the highest possible plane may do so. The majority of those in the business do not care to admit that the code of ethics used in the lumber field will not bear scrutiny, and is not comparable to that which prevails in other lines of business.

A case was developed not long ago by a veneer manufacturer, who is regarded everywhere as a gentleman of unusually strong scruples, as far as doing the right thing in business is concerned. He found that he had lost the business of a certain consumer of importance, and made an investigation. He discovered without much trouble that the competitor who had landed the order was delivering a veneer which was considerably thinner than the stock which he had been selling. Thereupon he agreed to reduce his price to meet that of the competing concern, having decided to fight the devil with fire.

"I realize that I did not do exactly the right thing," said this manufacturer, "yet I was confronted with one of two alternatives, either asserting that my competitor was not delivering the goods according to specifications, or saying nothing and losing the business. The course I chose involved repetition of the plan used by the other fellow, and while I acknowledge that two wrongs do not make a right, I realized that the consumer would probably have been offended if I had told him the facts, and would have asserted promptly that he knew enough to protect himself. Besides, the thinner stock seemed to be giving satisfaction, so why not give him the material he could use and permit him to save the difference in the price? The reasoning is specious, yet I feel that it establishes justification for the course I am pursuing. Obviously, if the customer discovers that I am delivering veneers which are thinner than provided for in the order, it will be no excuse for me to be able to say that the other fellow was doing it. I do not feel that my position, as a salesman, is strong enough to permit me to expose my competitor, and that I must follow in his footsteps if I am to maintain my business relations with my customer."

This is the situation, probably, with which many a lumberman is confronted when a furniture manufacturer tries to buy quartered white oak for less than what it is worth. As suggested, however, the better plan would be to educate the buyer to the fact that variations in prices are based on intrinsic values and that the man who wants quality must pay a quality price. Besides, there is always the possibility that the consumer can use red oak to as good advantage as white, in which event it would be practicable to offer to supply quartered red, which could be done, of course, at a low enough price to satisfy the demands of the purchaser.

G. D. C., Jr.

Natural Durability of Wood

Durability is a measure of the time during which wood remains sound. There are many different factors affecting the durability so that in order to compare different woods in this respect it is necessary to know just what is embraced in the term. The period of soundness is commonly spoken of as the life of a material.

As a rule, when durability is considered it is with reference to the decay-resisting powers of a wood when in contact with the ground. Decay or rot is the decomposition of wood due to the action of fungi and, to a slight extent, bacteria. Fungi are low forms of plants belonging to the toadstool family. Some of them produce the shelf-like punks so common on old stumps and logs. These punks are the fruiting bodies of the fungus.

There are a great many different kinds of these fungi. Some attack green trees, sometimes killing them or making them hollow, or, as in the case of pecky cypress, filling the wood with galleries like those of boring insects. A much larger number work only in dead wood. Fungi are spread in two ways—by the tiny dust-like seeds (more correctly spores) and by transfer of parts of the living plant itself. Perhaps everyone has squeezed a puffball (which is the fruit of a certain fungus) and observed the issuing "smoke." This "smoke" is in reality composed of thousands of spores, each too small to be seen with the naked eye, but under proper conditions capable of germinating and producing a new plant. Similar spores are produced by other fungi and are shed from the gills of a toadstool or from the underside of a shelf punk. They are scattered far and wide by the wind and other agencies, which explains why they are so widely distributed.

When a spore finds lodgment in a place where conditions are favorable, it begins to grow. Slender, thread-like structures (mycelium) are produced, which ramify through the wood in search of food which they find in the cell contents or more often in the cell walls. When the desired elements are dissolved out of the walls the eventual product is a rotten, moist, pale or dark brown substance crumbling readily under the slightest pressure.

In order for any fungus to develop, it is necessary that the conditions of heat, moisture and air be favorable. The most conducive temperatures lie between 60 and 100 degrees Fahrenheit, though some growth may take place beyond these limits. It follows that a wood will not rot if its temperature is kept high enough or low enough. Frozen wood will last indefinitely.

The presence of moisture is absolutely essential to rot production. Wood containing not more than ten per cent of moisture is immune from decay as most fungi require a larger amount than this for their development. In very humid climates wood is much more liable to decay than in drier regions. Wood has the power of absorbing water from the air, the amount depending upon the humidity, so that to preserve wood it is not sufficient that it may have been dried—it must be maintained in that condition. Even "dry rot" will not attack dry timber. This fungus grows in humid places where the air is stagnant, so that a free circulation of air under a house is usually sufficient to prevent or check the destructive action.

In addition to favorable temperature and sufficient moisture, fungi require oxygen (air). If any one of these factors is absent, the fungi cannot live. Just as a wood, that is kept at a sufficiently high or sufficiently low temperature or in a thoroughly dry condition, will never rot, so will the same effect be secured by excluding oxygen. Thus wood buried in wet clay, in peat bogs, or even immersed in water may last for centuries. Specimens of wood in almost perfect condition have been taken from beneath glacial deposits where they must have lain for thousands of years.

Peat possesses a remarkable antiseptic property. Large trunks of trees in bogs are often so perfectly preserved that they are used as timber (e. g., bog-oak of Ireland and white cedar of New Jersey), and stumps similarly preserved are found with the roots firmly fixed in the under soil as if they had grown there before the bog accumulated. That wood should be durable under such conditions is not remarkable, since even human bodies may likewise be preserved. For instance, in 1747 in an English bog the body of a woman was found, with skin, nails, and hair almost perfect and with sandals on her feet. In Ireland, under eleven feet of peat, the body of a man was found clothed in coarse hair-cloth.

It is very evident then that durability is a relative term. Material which may be used as furniture and last indefinitely will, if brought in contact with the soil, rot in a very short time. Woods which may be employed for posts and poles in an arid or semi-arid country are wholly unsuited for such purposes in humid climates. Timbers which can be used in exposed places in very cold climates would be extremely short-lived in the tropics. Moreover, the life of a post or pole may be materially affected by the character of the soil in which it is set.

It is a well-recognized fact that the sap-wood of no species of timber is as durable under exposure as is the heart-wood. It is evident, therefore, that in the change from sap to heart the wood undergoes some process which makes it more resistant to fungous action. It is well-known, too, that the variability in the decay-resisting properties of the heart-wood of different species is very great. To what are these differences due?

To understand what happens it is necessary to consider the nature of heart-wood and sap-wood. The outer layers of growth of a tree, especially one of considerable size, contain the only living elements of the wood and make up the sap-wood. It is through these layers that the sap finds its way from the roots to the leaves, taking its downward course through the inner bark. There is usually a sharp line of demarcation between the living elements of the sap-wood and the dead elements of the heart, though the vigor of the living cells wanes as their distance from the bark increases.

When wood is first formed it is almost if not entirely colorless. After a year or two it usually becomes yellowish and still later when changed into heart-wood a decided deepening of the color results. There are numerous partial exceptions to this rule—for example, spruce, fir, hemlock, alder, holly and buckeye. The thickness of sap-wood varies widely in different species, in different individuals, in different portions of a single tree, and even on different radii of any particular section. Thin sap-wood is characteristic of many woods, such as catalpa, Osage orange, sassafras, chestnut, mulberry, Kentucky coffee tree and red cedar, while in others, for example hickory, maple, ash, hackberry and beech, thick sap-wood is the rule.

In the same species there generally exists a constant relation between the size of the crown of the tree and the cross-sectional area of the sap-wood of the stem. Rapid-growers and trees in the open (second growth) have a larger proportion of sap-wood than those of the same species growing in less open stands. In the latter case the number of rings of growth in the sap-wood is greater. Some species, like black walnut and persimmon, are at first very slow in forming heart-wood, but in later life the sap-wood becomes comparatively thin.

These features are important in understanding the different behavior of woods of the same species. For instance, the heart-wood of old walnut makes a lasting post, while a post from a young tree will rot very quickly. The same contrast obtains between the heart of old pine and the sappy second growth. On the other hand, a wood like Osage orange seldom has over two or three growth rings of sap-wood even in young shoots. The writer knows of a case in Indiana where a stick of Osage orange not over two inches in diameter was split into four pieces and these stakes stuck into the ground about a small red cedar. They remained there for seventeen years and when removed were not completely rotted off.

Change from sap-wood to heart-wood is not accompanied by increase of wood substance, as some people are inclined to believe.

What does happen is the deposition of varying amounts of resins, tannin, pigments, gums and other substances. The resin or pitch of pine and other softwood trees becomes oxidized into rosin, which is extremely durable. Most of these substances are in the cell walls, but some of them may fill up the cavities as well. It is to these that heart-wood owes its greater ability to resist decay, for they protect it for a time at least against the attacks of fungi. Later, as the substances leach out or are chemically changed, the wood slowly rots.

It is generally true that depth of color is a safe guide to the durability of wood. Thus the dark heart-wood of red cedar, mesquite, redwood, Osage orange, black locust, mulberry, and lignum-vitæ is very resistant to decay, while that of willow, basswood, buckeye, gum, tupelo, maple, ash, and cottonwood is perishable. In some instances, however, as in northern white cedar, sassafras, Lawson's cypress, and yellow cedar, the infiltrated substances tend to prevent decay without greatly deepening the color of the heart-wood. The fatty stumps and knots of pine trees remain in the woods for years after every other trace of the tree has disappeared. The natives esteem old snags of this kind for gate posts and the knots for fuel. In fact in certain portions of the South fat pine or lightwood is largely relied upon for lighting the humble cabins of the mountaineers.

There are other forms of life besides fungi and bacteria which affect the durability of wood. Piling and wharf timbers and wood kept under water at shipping points are subject to the attacks of certain animals, principal of which are the teredos. These are mollusks which live only in salt water and bore not only the sapwood but also the heart-wood of nearly every kind of timber. Ships, the bottoms of which are not covered with copper, suffer greatly from teredos. The question of protecting such timbers by thorough impregnation with creosote, studding with nails, and covering with different compositions is still demanding much attention and forms the subject of numerous experiments.

Poles and posts are subject to attacks of insects and borers which may prove more serious than fungi. In fact, the two are often closely associated. The presence of bark offers a good place for the hiding and development of insects and adds greatly to the danger of attack. Manufactured articles may be entirely destroyed by the larvæ of powder-post beetles which honeycomb the wood and reduce it to powder. In tropical countries the danger from ants is one of the most serious to which wooden structures are subjected, but in temperate regions this trouble is small.

In many uses of wood abrasion and wear of different kinds are of more significance than damage from any other source. For instance, chestnut is rated as a durable timber and is much cut for railroad ties. On the Pennsylvania railroad such ties are confined to the sidings on the main lines and to unimportant branches. Local conditions affect the general policy. For example, on the Pittsburgh division it is necessary to import white oak ties from West Virginia and Kentucky, since that species is not produced in sufficient quantity along the division. Chestnut is used along the west-bound freight tracks because the supply is abundant and also because that track carries empties mostly. On the main line the high-speed traffic would cut out a chestnut tie in one year. In stone ballast and under lighter traffic such a tie will last about four years. As ordinarily used such ties are in cinder ballast and last from ten to twenty years. Last spring there were removed from the Tongascootac branch chestnut ties that had been there for eighteen years. A few on the Delaware division have lasted twenty-eight years.

Knowledge of the factors affecting durability is essential if one would secure the longest life of material. It emphasizes the importance of keeping material dry; it points the way to artificial durability by the use of oils, paints, and preservatives for excluding moisture, closing up entrances for disease spores, or poisoning the food supply for destructive forms of life. It is not always sufficient that artificial means be employed for preserving wood from natural enemies, for it must be protected from mechanical wear as well. It would be poor business, for instance, to creosote a tie to make it immune from rot for twenty years and then from lack of tie plates, or screw spikes, or proper ballast, or because subjected to too severe conditions, have it worn out in a fraction of that time.

In conclusion, it might be added that there is no "wood eternal." S. J. R.

Crabwood and Its Uses

Crabwood (*Carapa guianensis*-Aubl.) is a large tree found in Trinidad, Colombia, Venezuela, the Guianas, and Brazil. It is commonly known as carapa, or, by corruption, crapaud or crappo, andiroba, angiroba, and nandiroba. This tree is confined chiefly to the dense forests along the rivers, where its timber is obtainable in sticks up to fifty feet in length and from fifteen to twenty inches square. It grows very abundantly along the Demerara river in British Guiana, and accordingly is often called Demerara mahogany in this country. In the English markets it is known chiefly as crabwood. Its principal place of export is Georgetown, British Guiana.

In grain, strength, color, and specific gravity, the wood appears to be intermediate between Spanish cedar (*Cedrela odorata*-Linn.) and mahogany (*Swietenia mahogoni*-Jacq.). In general appearance it reminds one somewhat of an open-grained grade of mahogany and at times is sold and even placed on the large markets for that wood. Cedar, however, is a much lighter wood, its specific gravity being .474, crabwood showing .689, while true mahogany is sometimes as high as .806. Crabwood is not very strong, but is quite tough, moderately heavy, durable, and has a pleasant brown color, rather dark, with a grain somewhat more open than that of genuine mahogany. It is said to warp, check and often twist in seasoning. These defects are usually observed and not being characteristic of true mahogany, the purchaser's suspicion is at once aroused, and upon inquiry is informed that his Demerara mahogany is not mahogany at all, but is crabwood.

The pith rays of crabwood are quite numerous, but very narrow, so that the wood when quarter-sawed does not show any very remarkable figure and probably is quite as handsome flat-sawed as quarter-sawed; in the opinion of some it is handsomer. The wood has another advantage over a number of mahogany substitutes, which adds to its value, in that it is easily worked. This quality, combined with its rather pleasing color, ought to commend it for inside finish as well as for cabinet-making. It has been used quite extensively for that purpose in England for a good many years, and just now when the favorite woods are rather costly, crabwood should make a valuable addition to the list of inside finishing woods of the better class.

While crabwood is generally recognized among furniture men as an inferior grade of cabinet wood, it is nevertheless employed for making the less expensive furniture. Although its natural color is quite pleasing, it is usually stained and darkened more or less so that one can not deny that it makes pretty fancy looking furniture. It is a good serviceable wood and deserves to be placed on the market under its own name instead of being palmed off as mahogany. Crabwood possesses many really good qualities and it may be recommended not only to the cabinet maker but also to the builder of small means, who wishes a substantial hardwood for interior finish. The wood has an extensive use in the region where it grows. It is sawn into scantling, boards, and planks, and is split into shingles and staves. Its chief native use is for beams, rafters, and for furniture. C. D. M.



PURE STAND OF CHESTNUT NEAR SCOTLAND, CONN., ESTIMATED TO CONTAIN 22,000 BOARD FEET PER ACRE

Use of Blight-Killed Chestnut

Within the last few years the chestnut trees in the eastern portion of the United States have been attacked by a previously unknown disease which threatens the extinction of the species throughout the entire range. The disease is a blight caused by a parasitic fungus which kills the tree by girdling it at various points. Trees of all ages and conditions are attacked without discrimination, and when once infected, a tree never recovers. It takes from three months to as many years to kill a tree, according to the size of the specimen and the point of attack.

The value of the standing chestnut timber in the United States is estimated to be upward of $400,000,000. The species is widely distributed throughout the east-central part, reaching its greatest age and maximum size in the southern Appalachians. In southern New England and eastern Pennsylvania it comprises a very large proportion of the forest, but is for the most part young timber of sprout origin. It is in the latter regions that the disease is now at its worst. It is estimated that at least $25,000,000 worth of timber has been killed; of this amount $10,000,000 is Pennsylvania's share. The disease is spreading rapidly and appears to be making its way into the highly valuable forests of the South.

The seriousness of the situation is just beginning to be publicly appreciated. The disease appeared so suddenly and spread so rapidly and disastrously that it has been hard to realize the enormity of the impending calamity. No similar case is known to science, and there is a difference of opinion among experts as to the most advisable course to pursue. Pennsylvania is making a determined effort to control the situation, but in spite of all that has so far been done, the disease is spreading rapidly westward into the more valuable timber.

There are two distinct problems involved. One is concerned with a study of the disease and methods for its control. The other is with the utilization of the killed or infected timber in order to prevent a total loss. It is with the latter phase of the question that this article is concerned.

Chestnut is a valuable timber and its merits have long been recognized. As a tree for woodlots it had no superior, for it reproduces readily by means of sprouts, grows very rapidly, and attains a merchantable size in a comparatively short time. It makes a beautiful shade tree, and its edible nuts are of great economic value. The heart-wood is quite durable in contact with the soil, and as the sap-wood, even in young trees, is very thin, small timber has a value for fence posts, poles and ties. The wood is quite rich in tannin, which is largely responsible for its durability, and within the last decade has made the wood a very important source of tannin extract. In fact, the list of uses to which the wood is put is very long, and under ordinary circumstances there would be no difficulty in disposing of the material.

The trouble comes when an exceptionally large amount of timber

for which the trade is not prepared is forced on the market. Much of it is young and such as would ordinarily be cut only into cordwood, if at all, for which the market at best is not good. Moreover there is a feeling rather widely disseminated that blight-killed wood is inferior to wood that has not been attacked. Plenty of jobbing sawmill men are anxious to make it appear that the value of the material is lessened, in order to beat down the price as low as possible.

It is the opinion of all who are fully acquainted with the facts that the blight itself does not affect the properties of the wood. In other words, blight-killed timber is just as strong, durable and of as high tannin content as similar timber not attacked. It is interesting to note that railroad companies and other large users of the wood do not discriminate against trees killed by blight.

The effect of the disease is to girdle the tree and kill it in the same way that girdling with an ax or fire would act. If dead trees are allowed to stand, however, deterioration from secondary causes will set in. Chestnut is very subject to attacks from worms and borers, and the presence of bark on the tree affords ideal conditions for their development. The conditions are also favorable for the growth of rot-producing fungi, since the bark retains a large amount of moisture and retards the drying of the wood. When the tree finally dries out it will be so seriously season-checked that its value for sawed lumber is very materially reduced. There appears, however, to be no sound reason for believing that these conditions are aggravated by the blight.

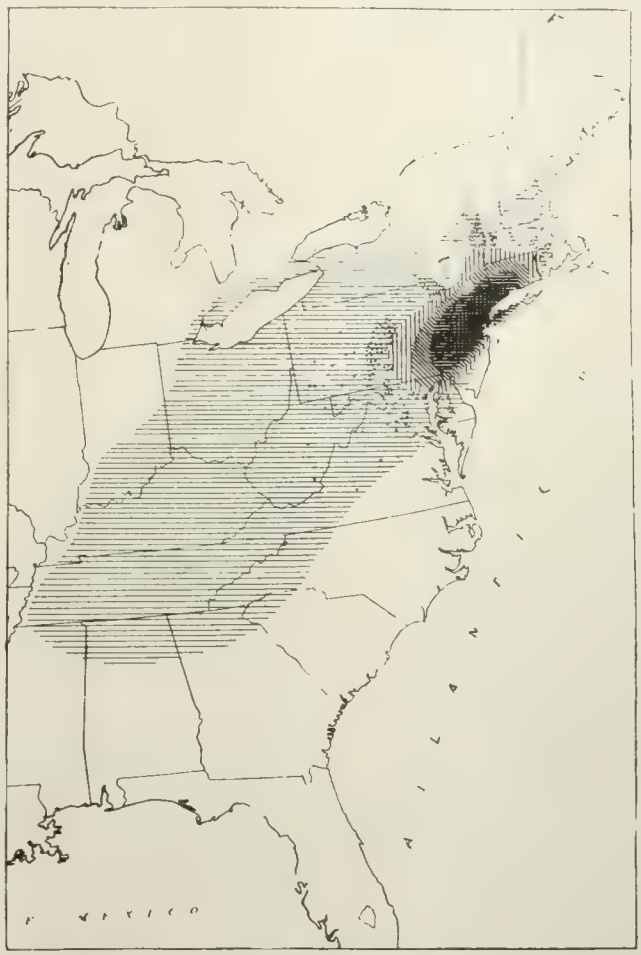
Chestnut lumber has long been a staple at all lumber yards in the region of its growth. Over half a billion feet are annually manufactured into lumber, lath and shingles. The wood is light, weighing about twenty-eight pounds per cubic foot and having an average specific gravity of 0.45. It is flexible and elastic, especially in young timber, but is not strong. It is fitted for general dimension work and construction where great strength is not a requisite. It has no silver grain like the oak, with which it is closely kin, but if properly sawed (i. e., cut tangentically) so as to expose the alternating layers of porous and dense portions of the annual rings of growth, a very pleasing grain is secured. The finished lumber bears a general resemblance to ash, though darker in color and coarser. It has considerable value for interior finish, either in natural color or stained.

It is also suited for cabinet work, though for this, as for interior finish, only sound material can be employed. It is the standard wood for the manufacture of incubators. It makes good counters, shelves and store fixtures. In parquet flooring there are few woods as good for the core or backing, the grade commonly used being sound wormy.

For furniture, chestnut is employed both as outside material and as hidden frames. In the one case only the best grade is suitable; in the other almost all grades can be employed. The wood is not strong enough for the more exacting purposes, but is suitable for mission furniture, Morris chairs, couch frames, pedestals, stands, tables, pianos and organs.

The box and crate making industry is one of high importance in every state, and the supply of suitable material is becoming more and more restricted, particularly in the region where the blight is now at its worst. This affords an avenue for the disposal of a large amount of chestnut wood of all sizes, for it is well adapted for crates and all but the highest grades of boxes. The wood does not split badly in nailing, and holds nails firmly. Wherever damp wood comes in contact with nails or iron of any kind, it will stain blue-black, due to the action of the tannic acid on the metal.

Other uses are lath, shingles, caskets, casket cases, coffins, molding, picture frames, refrigerators, cold storage doors, stair work, base boards, china closets, panels, ceilings, sash, casing, flooring, mantels, washboards, scrubbing-brush backs, canal-boat hatches, and parts of vehicles. For not all of these purposes is it equally suited, of course, but the list gives a fair idea of the range of uses of the wood, and will serve to suggest many more to which in the present emergency it can be put. Every effort should be made to salvage blight-killed chestnut wherever possible, thus preventing waste of good material. The other kinds will keep for later use.



DISTRIBUTION OF THE CHESTNUT BARK DISEASE

Horizontal lines indicate approximate distribution of uninfected chestnut; dots indicate isolated infected spots; the heavier lines in various directions indicate varying degrees of infection culminating in an area about New York City in which all chestnut trees are dead.

Chestnut has long been used for ties by eastern railroads. The annual consumption has been between seven and eight million ties. The wood is too soft to withstand the wear of heavy traffic, but will do for siding, especially if in mixture with oak. Just now the eastern tie market is rather glutted, and the price has fallen, but there seems no reason why the middle western roads should not stock up with the material. Chestnut is well adapted for electric lines where the traffic is not as heavy as on the steam lines. Already about eighteen per cent of the ties used by such roads are of this wood, and this amount should be materially increased.

The use of chestnut for telegraph and telephone poles fell off considerably from 1907 to 1908, but since the latter date has again increased. Upward of 4,000,000 poles of all kinds are purchased annually, and of this number nearly 700,000 are chestnut. Cedars of various kinds make the best pole timbers, but chestnut is good. When grown in dense forests the trees are tall and straight and with comparatively little taper. One objection to its use is the danger of attack near the ground by the telephone-pole borer. This, however, can be effectively guarded against by open-tank treatment of the butts of the poles with creosote. Even without the treatment the life of the pole is long enough to warrant its use.

As a stave wood for slack cooperage, chestnut now ranks fifth in this country. In 1910, 90,475,000 slack staves were made of this wood, a decrease of nearly 3,000,000 from 1909, but a decided increase over the years preceding. In 1910 nearly a million sets of slack heading were manufactured from chestnut, a material advance over other years. The employment of chestnut for this purpose opens up a good field for a lot of blight-killed material.

Chestnut wood (not the bark) is used largely in the manufacture

of tannin extract, which is sold both in the liquid and solid form. Some tanning establishments purchase the extract while others make their own directly from the wood. The quantity of extract from chestnut equals nearly half the total used in the United States from all sources, and is approached by only one other, viz., quebracho, from South America.

There is a decided disinclination to use second-growth chestnut for extract, for the reason that it contains less tannin than the mature timber. The southern-grown wood is best because much of it is very old. Some tests of the tannin content show for southern material: old chestnut timber, twelve per cent; second-growth, seven per cent; for northern grown: old timber, seven per cent; second-growth, three-four per cent. It appears to be a curious fact that the tannin content of the old chestnut timber of the South is increased by the riddling of the wood by borers. This may possibly be due to the admission of air and the more complete oxidation of the tannin-bearing or tannin-producing elements.

It is claimed by some manufacturers that chestnut wood from limy soils is much richer in tannin than that from soils deficient in lime. "This difference is so marked that even the workmen in the leach house at extract plants can tell when wood from a lime shale or limestone region is being leached, simply by the unusual increase in the strength of the liquors obtained from such wood." (Benson.)

The tannic acid market appears at present to be rather overstocked than otherwise, so that it probably will not pay under present conditions to encourage new industries in this business in the North. The cost of a plant is rather high, averaging about $1,000 per cord daily capacity. With a supply of material limited to a few years, the outlook is hardly favorable to the establishment of new plants. Increasing the capacity of present plants and extending the field from which timber is obtained will accomplish much the same result.

Much of the dead and dying timber is so far from a market that it will not pay to cut it. To overcome in part this handicap, the Pennsylvania Railroad Company has made a special local freight tariff on blighted chestnut cordwood in carloads to and from practically all points on its line in the state of Pennsylvania. The rates are about half the regular charges and do not apply to interstate traffic. The rules require that with the forwarding of the first shipment, the shipper file with the agent a certificate from an inspector of the Chestnut Tree Blight Commission to the effect that the wood is from infected trees and is entitled to be shipped as blighted chestnut wood. As a result a large amount of material which otherwise would have been a total loss has been placed within reach of a market.

For distillation purposes chestnut, though used to some extent, is not particularly adapted. The Forest Products Laboratory at Madison, Wis., has made some tests of the value of the wood for alcohol and acetic acid. The results show a yield of about fifty per cent as much wood alcohol and less than seventy per cent as much acetic acid as is obtained from ordinary beech, birch and maple. Upon this basis it would hardly pay to use chestnut for distillation so long as there is an abundant supply of the better woods at hand.

The employment of chestnut for paper pulp is one of its most recent uses, and while as yet it is not very extensive, it bids fair to increase very rapidly. The wood is hardly ideal for pulp on account of the numerous large vessels and the dark color, and not many years ago would not have been considered a moment for this purpose. With improved methods of manufacture and decrease in supply of the most desirable woods, the number of pulp materials is becoming quite large. Chestnut fibers vary in length from 0.80 to 1.45 millimeters, being about the same as basswood and some of the cottonwoods, though considerably shorter than red gum and yellow poplar.

It has been found that a high grade of pulp can be made from the chestnut chips after the tannic acid has been extracted. Ever since the making of extract from chestnut no use has been found for the chips, which have been thrown away as waste. Now they are being thoroughly dried, and can be bleached as easily as poplar and red gum. In such plants the pulp has now become the important product and the extract the by-product.

The use of chestnut for pulp opens up a new means of utilizing blight-killed material, much of which is too small for any other purpose except for fuel. As the firewood market is already glutted, it is important to encourage other means of utilization.

Special studies of the wood-using industries of Pennsylvania and New York are now being made by agents of the United States Forest Service in co-operation with the state officials. Considerable attention is being devoted to the chestnut situation, and the field will be thoroughly canvassed for ideas concerning the best means of salvaging blight-killed material. S. J. R.

A Panel Man's Argument

One of the good arguments which the panel manufacturer has in favor of his business and of the furniture manufacturer buying panels already made for as much of his work as possible, is that it insures time for the material to dry out or season between the time it is made and the time of the finnishing in the factory. The furniture man can, of course, make up his panels ahead of time and let them season, but too often he does not, and unquestionably much of the fault that develops in veneered furniture is due to its having been finished off before the panels were thoroughly dry after the gluing up. Moreover the same trouble is found in solid furniture—that is, there are many instances of the finished article proving a disappointment because the lumber was not thoroughly seasoned when used and finished off. Because of troubles like this, the panel man argues that the furniture man can get better results, and often save money at the same time, by getting his panels from one specializing in panel manufacture, instead of making them himself. There are other arguments, too, such as the economy in manufacture and the high degree of perfection in work obtained through specializing, but the one that is the subject of this discourse is that which has to do with insuring dryness of stock when it is used.

The wise panel man not only figures on his panels drying out thoroughly before the furniture man uses and finishes them, but he also looks in the other direction and seeks for assured dryness in his own raw material. He carries a big stock of lumber ahead for core work, to insure thorough seasoning. Where possible he also makes up enough core bodies in advance so that they will have time to dry out after gluing up before putting on the face veneer. Or, if he makes a core of built-up veneer, this should really be thoroughly dried out before the face veneer is put on. The moisture resulting from gluing the face stock on should have time to dry out before the panel is used, which it presumably does between the panel plant and the furniture factory.

A lesson for both the panel man and the furniture manufacturer in this argument is that they should carry a good stock of raw material ahead. That is the one thing that makes possible thorough dryness, and prepares stock for working. When there was no car shortage and lumber was easy to get promptly, there was a natural disposition on the part of both panel men and furniture manufacturers to run with lighter stocks—to follow a sort of hand-to-mouth policy—because by doing so they could operate with much less capital and could save money ordinarily tied up in a big stock of raw material. The truth of the matter is that if there is any force in this panel-man's argument, it applies just as strongly to the raw material end as to the panels themselves. There should not only be plenty of lumber on hand, but a lot of it should be kept dried ahead and tempering in proper sheds to get out of it the moisture that comes and goes with the weather. Or, to put it another way: this argument means that the maker of furniture and the maker of panels should carry ahead much larger stocks of raw material, both lumber and veneer, than they ordinarily do, if they want to insure quality in their finished product.

The Hardwoods of Canada

The Canadian government printing bureau at Ottawa recently published statistics showing the uses of wood by manufacturers in the several provinces of that country for the year 1910. Softwoods constituted the bulk of the material used, but enough hardwoods were employed to make the report of interest to the hardwood people of the United States, whose dealings with Canada are increasing. That country is already drawing supplies of hardwood from south of the international boundary, and according to the report just issued, the amounts must increase from year to year. The total lumber cut in Canada in 1910 was 4,901,649,000 feet, in addition to square timber, lath, and shingles. Of that amount 279,433,000 feet were hardwoods. This was not enough to meet the demands of the hardwood users, chiefly those engaged in manufacturing cars, furniture, agricultural implements, and vehicles, and the deficiency was largely made up by importations from the United States.

Eighteen hardwoods were used by car builders, fourteen of which were wholly or in part imported from the United States. The leading woods were oak, maple, and birch, aggregating 46,000,000 feet. Practically all of the oak came from the United States, and the average price delivered at the Canadian factories was $41.56, while the small quantity of Canadian oak used cost $69.10. The difference in price is sufficient to favor imports. The higher cost of Canadian oak is not due to better grades, but to scarcity. The oak in that country is so scattered that it cannot be handled in large quantities. The average oak mill cuts only 22,000 feet of it a year, and almost the whole supply comes from the one province, Ontario. Formerly much oak grew there, but the lands on which it grew have been cleared for farms. Detached woodlots now furnish most of the oak that reaches market, and the supply diminishes year by year. Three species constitute the bulk of the oak timber of Canada—white oak (*Quercus alba*), red oak (*Quercus rubra*), and bur oak (*Quercus macrocarpa*). The best of the white and red oak grows in Ontario, and the bur oak in Manitoba.

The oak which Canada imports from the United States comes principally from two regions, West Virginia and Arkansas. Oak and longleaf pine make up nine-tenths of the car timbers imported from the United States by Canadians. Car manufacturers in that country have attempted to substitute sugar maple and yellow and sweet birch for oak, but the efforts have not been wholly successful. Birch and maple lack the beauty which gives oak its principal value as a car finish material, and for the manufacture of furniture.

All the chestnut used by Canadian furniture manufacturers is imported from the United States; also all the red gum, yellow poplar, and most of the cherry. The use of red gum is increasing there. Native grown cherry is virtually extinct north of the Canadian boundary, and the United States is the only source of supply.

The manufacturers of agricultural implements and vehicles in Canada demanded 76,474,000 feet of lumber in 1910, at an average cost at the factory of $32.86 a thousand. The imports, which were almost wholly from the United States, amounted to 26,510,000 feet, half of which was oak and hickory. Sixteen other hardwoods and three or four softwoods supplied the remainder of the imports. About a million feet each of cottonwood and red gum were included. Seven-eighths of the hickory used by the Canadian implement and vehicle makers grows in the United States.

The report comments as follows on the woods which the Canadian manufacturers use:

"It has been shown throughout the preceding table and discussion that Canadian manufacturers are now using inferior woods, or are importing their timber at a high cost, which places them at such a disadvantage that it is with difficulty that they compete with the United States manufacturers of furniture, vehicle parts, and hardwood goods. The timber imported is coming from a comparatively small area of virgin forest in the Mississippi valley and Appalachian mountain region of the United States, subject to the whole demand of the United States. As the supply of hardwoods is reduced in the United States, the grades used by the Canadian manufactures must be lowered and the price greatly increased, unless steps are taken to produce in Canada the woods used for manufacturing purposes. Canada is yearly growing more dependent upon foreign countries for her supplies of grades of timber used by manufacturers."

The report was compiled by H. R. McMillan of the Canadian Forest Bureau, and covers all industries in the provinces which use wood as a raw material.

The total amount of wood used annually for manufacturing purposes by the whole dominion of Canada is less than one-fourth of the quantity used yearly by manufacturers in the state of Illinois.

Improvements that Failed

There's many a slip twixt the cup and the lip, and there's many a brilliant plan which has not produced the results which were counted upon. This attempt at philosophy is the result of a recent trip up the Kentucky river, and the observation of the rapid decadence of the once great sawmill industry along that beautiful stream. The business is literally falling to pieces, and the prospects are not bright for a revival of the trade. Yet the very thing which has made it impossible to operate mills successfully on that river was originally counted upon to give permanence to the trade.

Reference is made to the locking and damming of the river. When the government first took the project in hand, it was received with great enthusiasm, and sawmill operators and log men thought that the construction of such a system, which would result in the stream being navigable throughout the year, would be not only a boon to the business, but would enable it to be continued upon a profitable basis much longer than would be the case without such assistance. The work has proceeded now until the canalization of the river has been practically completed, and only the mills far up the stream are out of the zone in which the locks are used.

While the locks and dams have been of a certain advantage to ordinary commercial traffic—which, however, is of minor importance along the river and probably will never reach large proportions, except possibly in the lower sections of the stream—they have made the operation of sawmills almost out of the question. The reason is simple. Instead of being able to boom the logs, and handle them with little or no labor and expense, it is now necessary to construct rafts, and to tow the logs slowly and carefully along the stream, taking them through the locks piecemeal and consuming weeks to do what was formerly accomplished in a few days.

The expense involved in the operation is relatively tremendous, and the cost of the logs to the sawmill man, in addition to the stumpage value, has advanced to a marked extent. The number of men required to handle the rafts, together with the expense of towing, has been so great as to make handling the logs on the river an operation requiring a considerable amount of capital, compared with the old plan, and has reduced the margin of profit of the business to the vanishing point.

Of course, it is true also that the supply of timber along the Kentucky river has been greatly reduced, and that this would ultimately have had the effect now noted in the breaking down of the business. But that the result has been recorded sooner than would have been the case without the locks and dams no one familiar with the conditions appears to doubt.

Here again, incidentally, is an example of the short space of years required to consume what newspaper writers formerly referred to as "inexhaustible supplies of timber." The Kentucky river territory was once the greatest producer of poplar and oak timber in the country, taking the quality of the timber, as well as the size of the supply, into account. But its prestige in this respect, while not altogether vanished, is small compared with that of the palmy days of the Kentucky river trade, which were all too few years ago. It is a repetition of the story of the Michigan white pine forests, which were cut out by the sawmill men in what seemed to be an incredibly short time.

One who is making a trip either by rail or water up the Kentucky river will be repaid by the marvelous scenery along that stream, which has been rightly described as the Hudson of the West. The steep banks of the river form at once magnificent scenic effects and ideal locations for mills, since the latter could easily be placed at a point which placed them out of danger of overflow, yet allowed them to remain close enough to normal stages to handle logs without difficulty.

These advantages did not seem to be sufficient to overbalance the difficulties which began to attend the handling of their log supplies by the sawmill men when the locks and dams were put into use. Strict regulations were made by the government for the handling of the rafts, and though the system had apparently been constructed for the benefit of that trade, principally, it soon became apparent that, paraphrasing the Biblical reference to the Sabbath, the logs had been made for the locks, and not the locks for the logs. The regulations had more to do with taking care of the canals than assisting in facilitating the handling of the timber supply.

The consequence is that Valley View, Ford, Irvine and other points along the river where numerous mills formerly flourished have been extirpated, practically, as far as having a place in the lumber trade is concerned. It is true that isolated mills such as that of Mowbray & Robinson, located across the river from Irvine, have been running without interruption, and appear to have comparatively little difficulty in getting supplies of logs sufficient to keep them going without cessation; but the fact that the other mills are out of business may help to explain the improvement in the situation of those which remain, while the greater financial strength of such concerns as that mentioned probably results in more efficient operation and enables them to be run on a smaller margin of profit than the average mill-owner was compelled to secure.

The mills which have been closed are in many cases tumbling down from disuse. In most of them the machinery stands idle and rusting, and those who have been endeavoring to market their old equipment have found that there is little demand for it except as junk. The rapid deterioration in the value of machinery, and particularly sawmill equipment, once the plant goes out of business, suggests that in the operation of such a plant too small a charge is made for depreciation; for unless the mill-owner is able to move his machinery to a more favorable point and resume operations, closing down makes the equipment almost a total loss. It seems logical that in figuring the cost of operation a sufficient charge should be made against the cost of the machinery to enable it to be charged off entirely by the time that the mill has exhausted the stand of timber at that point.

A rather pathetic feature of the situation is the migration of the men who formerly worked in the sawmills, and who have realized that the day of that trade is over, and that they must find other means of livelihood. One frequently stumbles across a family or two, floating down stream in some ancient shanty-boat, and waiting until they reach a point which seems to offer some chance for employment. "We worked in the mills, but they are gone now," is the usual terse yet lucid explanation.

The mills which remain on the Kentucky river are sawing a greater proportion of oak than ever before. Formerly most of the logs which came down were poplar, but it has been found possible, in most cases, to raft out oak logs if only one out of every four or five logs is poplar. While the rafts ride rather deep in the water, few have been reported lost on account of the greater weight, and this plan is enabling timber to be handled which under the old system might have remained unavailable. And of course the rafting system has been a benefit as far as enabling oak to be handled, for under the boom system only poplar and other lighter woods could be taken care of.

The floating sawmill, which used to flourish along the Ohio river, and is now less in evidence there, may be found on the Kentucky. There is still a scattering supply of timber which enables the owner of the mill to keep busy, and there is enough demand for lumber, chiefly for building purposes, to provide a market for the output. In contrast with the floating mill of the larger river, the production of which was barged to some central point for yarding and seasoning, the marine millman of the Kentucky does not attempt to hold his lumber, but sells it practically as he makes it, most of it, as suggested, going into bill stock. The territory along most of the river is rich agriculturally, and material for tobacco barns is in good demand. That class of trade, as well as the regular run of small building requirements, suffices to give the floating mill a chance to survive.

It must be remembered that while most of the mills along the main body of the Kentucky river have been forced to the wall, plants located farther upstream, though not out of the lock-and-dam territory, are so much closer to the source of supplies that they are able to maintain themselves. Heidelberg has a mill of large proportions, which was recently rebuilt after a fire, indicating that there is still plenty of timber to be had for its operations. But the Kentucky river territory, as a whole, has passed into history as a sawmill center of importance.

Grouping Ties for Creosoting

According to the Railway and Engineering Review, it is becoming increasingly evident that in impregnating hardwood ties with creosote, one of the most important essential requirements is that the ties be grouped according to their hardness, species, the ratio between heart-wood and sap-wood and other factors which determine the extent to which they are susceptible to penetration. There is an extreme variability of penetration in different groups of ties, and it stands to reason therefore that in the work of creosoting a great deal of time is wasted in continuing the process on such ties as are easily impregnated when they are mixed with species less easily penetrated. It seems to be a pretty general consensus of opinion among timber preservative experts that it is necessary to treat the ties to the limit of their absorption.

While various characteristics should necessarily be considered in grouping, it seems to be the pretty general custom to group only according to species. After a wood is thoroughly dried it is certainly more susceptible of penetration than a wood which has been but superficially seasoned and therefore, the second wood should be given longer treatment than the first. Instead, however, as stated the general practice is to separate merely the various kinds of trees botanically. The question of the ratio between sap-wood and heart-wood has not commanded the attention it merits. No one seems to have been capable so far of assorting timbers of the same species equally seasoned and having similar proportions of heart-wood and sap-wood, as to density of ring growth or physical characteristics of the wood affecting the penetrability.

According to one authority, the only practical method of grouping would be according to degree of seasoning, and he argues further that this would require artificial seasoning in all cases. This practice is somewhat common abroad, in addition to which the European railroad companies air-season their ties much longer before treatment than in America.

American White Oak of Quality

For more than two decades the Yellow Poplar Lumber Company, with principal office and seat of manufacturing operations in Coal Grove, Ohio, has been engaged in the extensive production of poplar lumber. Its source of supply of timber has lain in the upper Big Sandy river, which for a considerable portion of its course divides Kentucky from West Virginia. During the last few years the company has operated on branches of this stream in Dickinson and Buchanan counties, in extreme western Virginia.

The character of the poplar lumber that has been produced by this house is too well known to need particular comment, save that it is of the highest type of yellow poplar which has ever been produced in the country. Such has been the reputation of the yellow poplar lumber product of the company that its output has stood for the very highest standard of this wood.

The Yellow Poplar Lumber Company for years has pursued the manufacture of lumber on somewhat exceptional lines. In its timber purchases it has always sought only the choicest virgin timber obtainable, and it has absorbed to a very considerable extent all of the timber of this character in the upper reaches of the Big Sandy river, flowing out of Virginia. It primarily bought yellow poplar, but incident to its timber purchases, secured and still holds a very large and important acreage of land, from which it has removed the larger portion of the poplar, leaving a heavy stand of oak on the properties for future operations. This land shows something like forty-five hundred feet per acre, consisting largely of white oak.



TYPICAL WHITE OAK GROWTH
YELLOW POPLAR LUMBER COMPANY'S
HOLDINGS IN VIRGINIA.

For the first time in the company's history, this year sees it entering the field of white oak lumber production, and it has reduced its poplar output to about twenty per cent of its annual cutting of thirty to fory million feet, the other eighty per cent being largely oak.

While the extremely high character of the oak of Dickinson and Buchanan counties, Virginia, has for years been recognized by timber experts, it was not until actual logging and lumbering operations of this timber had been under way for some time that its surpassing texture, figure, moderate weight and general high quality have become fully recognized. The majority of the growth is straight white oak, *Quercus alba,* and it has been found that the soil that produced the surpassing yellow poplar of this region is also equally prodigal in the building of a forest of oak, the like of which exists in few places in the world. The soil, the latitude and compensating altitude, and the rainfall have all contributed to the making of a magnificent forest of mature, generally medium sized, and high-class timber that means to the ultimate consumer of oak a renaissance of an output of quartered and plain oak lumber that is equal in every respect to the original virgin growth of this wood that prevailed in earlier times in Indiana, Ohio and southern Michigan.

On this page is pictured an ordinary specimen of this white oak tree growth as it obtains in the region named, and it will be necessary only to refer to the succeeding pages in this issue of HARDWOOD RECORD, in which are pictured six typical varieties of figure in quarter-sawed stock produced by the Yellow Poplar Lumber Company, to convince the most discriminating buyer that there exists today in this region no inconsiderable quantity of oak that is worthy of attention.

The specimens of wood from which these sections were photographed are typical of the entire quarter-sawed oak output of the Yellow Poplar Lumber Company. This company is devoting the same efficient and painstaking care in the accurate production and assorting of oak lumber that it has built its reputation on for years past in the manufacture of poplar. Hence, it is certain from now forward for many years it will be an important factor in high-class oak lumber manufacture and sale.

The company has installed new and improved machinery in its big manufacturing plant at Coal Grove, Ohio, and is producing an output of which quarter-sawed stock is an important specialty, that will be a revelation to both the domestic and foreign buyer whose requirements are for the highest type of oak that is produced, as it practically is a duplicate of the highly-prized Austrian oak, which in Europe commands prices above most cabinet woods.

A part of the company's new equipment is a specially built horizontal band resaw, built by the Filer & Stowell Company of Milwaukee, Wis., made especially for the reduction of quartered flitches into lumber. While the larger logs are generally cut to quarter-sawed stock on one of the two big bands, the quartered sections from the smaller logs are handled by this new quarter-sawing horizontal rig.

It may be said in advance that the perfection of manufacture for which the Yellow Poplar Lumber Company is famous is in no wise impaired by this innovation, as it is not producing saw culls, but is making lumber of absolute uniformity of thickness, and with a development of an alluring figure, as shown in the illustrations, that will be a delight to every discriminating buyer.

In lengths, the company is turning out a large percentage of sixteen-feet stock, with a minimum of shorter lengths, and is also making a small percentage of eighteen and twenty feet stock. As surprising as it may seem, this quarter-sawed product out of medium to large sized logs is averaging in width better than eight and a half inches.

The company contemplates still further improvements in its manufacturing facilities. It already has in stock nearly three million feet of this Virginia oak lumber, of which the larger percentage is quarter-sawed.

Of course, it must not for a moment be thought that the Yellow Poplar Lumber Company is out of the yellow poplar business, because it will have from twenty to twenty-five per cent of its total output in high-class virgin yellow poplar for some years, but it is "in" the white oak trade with a large output for many years in the future.

The company is supplementing its big splash dam at the head of the Breaks of the Sandy with smaller dams on the minor streams, and its oak is of such lightness of weight that it is enabled to raft the logs from floating water in the upper river below Elkhorn City with absolute safety to its Coal Grove plant on the Ohio river, below the mouth of the Big Sandy river. As a matter of fact, in its log rafting of the current year its losses were only about five per cent, which is a better showing than it has ever before found possible in floating poplar exclusively and is evidence of the complete manner in which it has mastered the problems of lumbering.

The company will be pleased to send specimens of its oak lumber to interested buyers on request, which specimens will show even more clearly than even the reproductions in this issue of HARDWOOD RECORD, the splendid texture, light weight, surpassing figure, fine milling qualities and general high character of the product which is going to market in such large quantities from this region.



DOUBLE BAND AND QUARTER SAWING HORIZONTAL BAND SAWMILL PLANT OF YELLOW POPLAR LUMBER COMPANY, COAL GROVE, O.



BLAZE FIGURE, ESTEEMED BY INTERIOR FINISH TRADE

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



HERRING BONE FIGURE, EMPLOYED TO IMITATE ENGLISH OAK

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



ZEBRA FIGURE, IN HIGH DEMAND IN FURNITURE TRADE

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



MOONSHINE FLAKE FIGURE, ESPECIALLY PRIZED BY CAR BUILDING TRADE

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



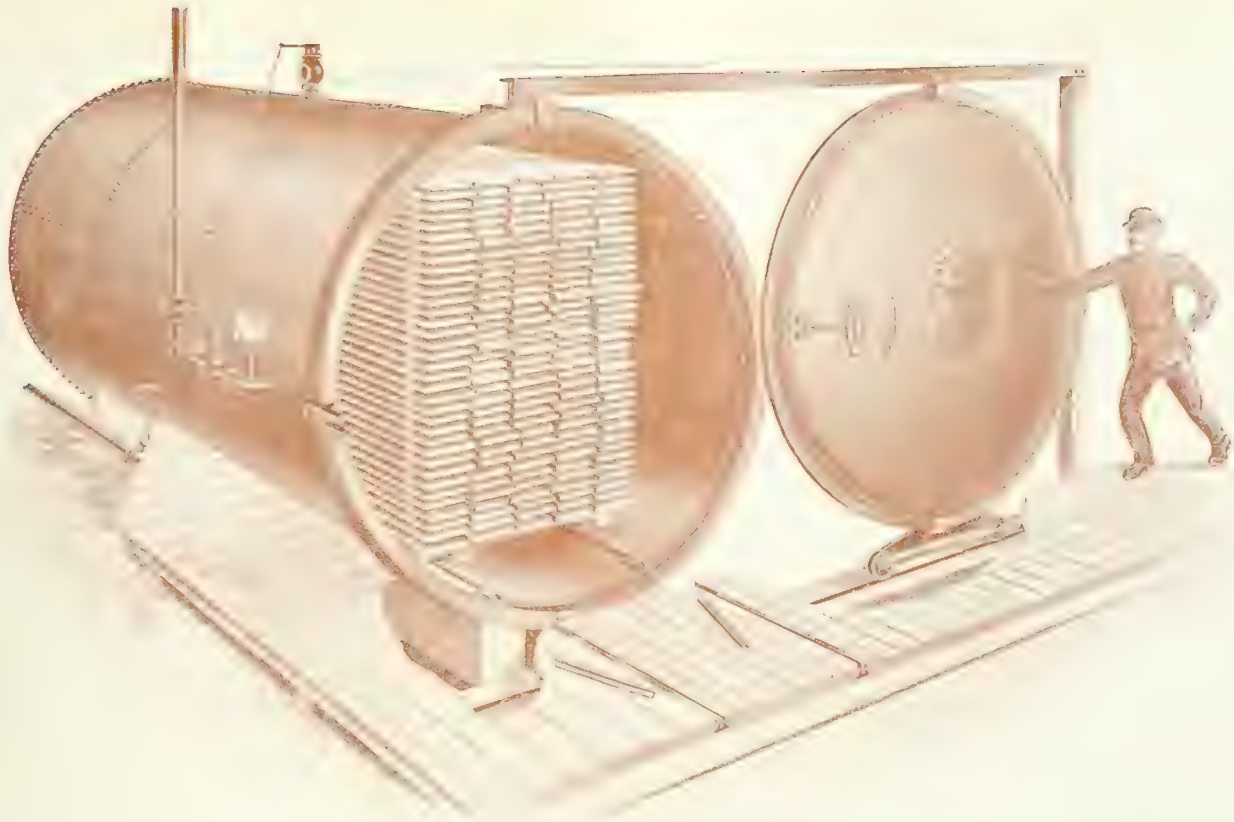
LARGE FLAKE, IN DEMAND BY PIANO TRADE

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



SPLASH FIGURE, EQUALLY HIGHLY ESTEEMED BY THE PIANO TRADE

Specimen actual size and natural color, quarter-sawed oak. Product Yellow Poplar Lumber Company, Coal Grove, Ohio



THE KRAETZER PREPARATOR WITH DOOR OPEN, SHOWING TRUCK LOAD OF LUMBER WITHIN

Evolution in Lumber Seasoning

Previous articles have appeared in HARDWOOD RECORD during the last two years telling of the success that has attended the far from new, but thoroughly efficient steaming-wood-under-pressure system to prepare lumber taken directly from the saw for prompt seasoning. This has been rendered possible by the patented apparatus manufactured and sold by The Kraetzer Company of Chicago, and built for it by the Allis-Chalmers Company, Milwaukee, Wis.

The claims of the manufacturer of the apparatus are that its use renders the lumber treated susceptible of being thoroughly air-dried in the open in less than one-half the time ordinarily required for air-drying, or that it can be kiln-dried in an ordinary kiln in much less than one-half the time usually necessary to thoroughly dry air-dried stock; that it prevents staining and case-hardening, and minimizes checking, end-splitting and other seasoning defects; that it renders the color of the lumber more uniform, and materially improves its milling qualities; that lumber treated through this apparatus will dry absolutely straight, and to materially less weight than air-dried stock; and that shrinkage is materially reduced, often to less than fifty per cent of ordinarily treated air or kiln-dried lumber.

One picture used in connection with this article shows the apparatus together with its steam fittings; a second one is a general view of the equipment and storage tracks recently installed by the Bennett Hardwood Lumber Company at its Memphis, Tenn., plant; a third picture shows a view of the equipment, with a truck-load of lumber on the transfer track ready to be shoved into the cylinder; and a fourth picture a left-hand and nearer view of the steaming cylinder and a truck-load of lumber.

This commercialized apparatus has been employed for several years by the John Schroeder Lumber Company at Milwaukee, Wis.; for some months past by Russe & Burgess, Inc., Memphis, Tenn., and by the Santee River Cypress Lumber Company at Ferguson, S. C., and recent installations have been made at the oak sawmill and flooring plant of the Forman-Earle Company at Heidelberg, Ky., and at the big gum and oak sawmill institution of the Lamb-Fish Lumber Company at Charleston, Miss. Several other equipments have been sold to various other institutions during the last few weeks.

The complete system involves an abandonment of the lumber yard *per se*, and in its stead storage tracks are employed, on which are wheeled the truck loads of lumber, which dry out in shipping condition in from fifteen to thirty days after steaming. To obtain the highest efficiency, the trucks are loaded at the sorting chains, and then shoved out on a transfer track to the preparator; steamed under moderate pressure for from five to thirty minutes, depending on the kind of lumber and its thickness; removed from the cylinder, and shoved out onto storage tracks, from the farther end of which the dry stock is loaded directly into cars.

The manufacturers of this apparatus estimate that from the fact that lumber manufacturers by the use of this equipment can do the same volume of business on less than one-half their present investment in stock; that the economy in labor cost is material; that the saving in degrade is no inconsiderable factor; that there is a material economy in interest, taxes and insurance; that the process materially lightens the weight and decreases the shrinkage of lumber, and that altogether there is a total saving, between the sawmill and the car, of between three and four dollars a thousand feet. If this proves true, and there is no good reason to doubt the accuracy of the estimate, the system means not only a revolution of lumber drying methods, but a gain in practical efficiency in lumber production that spells more for economy than even the band-saw does over the circular.

One of these apparatus is capable of handling up to one hundred thousand feet output daily. As an average three charges



GENERAL VIEW OF PREPARATOR AND TRANSFER AND STORAGE TRACKS AS INSTALLED AT THE SAWMILL PLANT OF THE BENNETT HARDWOOD LUMBER COMPANY, MEMPHIS, TENN.

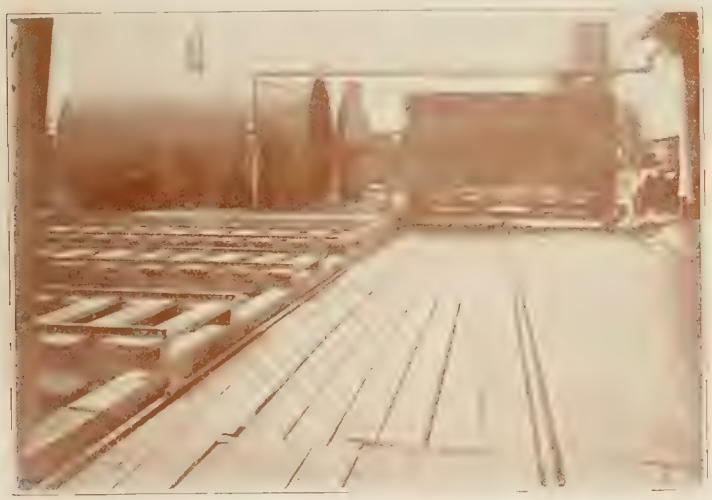
of about thirty-five hundred feet are made hourly. The system works with equal efficiency on gum, oak, chestnut and all other varieties of hardwoods, as well as on white pine, sugar pine, yellow pine, cypress, California white and sugar pine, and all other soft woods. It has proven especially efficacious in the handling of both red and sap gum, and white and red oak, as well as maple, birch and other northern hardwoods.

These preparators have an interior diameter of 10'6"x17'6". At the back end is riveted a sheet steel dished head, and on the front is secured a cast iron flange nearly 12 feet in diameter, to which is fitted the Kraetzer patent joint, with a combined sheet steel head and door. The shell is made of ⅜" flange steel, in accordance with manufacturers' standard specifications.

At the front end of the shell a cast iron ring it fitted, provided with all necessary pipe flanges. On the interior at the bottom of the shell are two steel rails running the full length of the cylinder, usually with a four-foot gauge. The shell is designed for a working pressure of forty pounds, and is provided with proper supports running the entire length underneath the rails. The cylinder is mounted on a concrete or brick foundation. On the front end of the shell is fitted a flange which consists of a cast iron ring riveted to it. The inside face of one-half of this ring is grooved, and fitted with an asbestos gasket, ⅜ inch by 1½ inches. The other half is an extension flange fitting over a corresponding projection on the other half of the shell. The door ring, which makes the steam-tight joint, is made of cast iron without grooves. The door is guided at the top by a wrought iron bracket, and is supported on two cast steel brackets, provided with cast iron roller-bearing wheels, which run on a section of steel rail, supported on a concrete foundation. On one side of the door ring is fastened a cast iron bracket, and on the door a lug, which is fitted with a swing eye-bolt and hand wheel. This eye-bolt holds the door in its correct position on the vertical joint. The door, which weighs about 12,000 pounds, can be opened and closed by one man. The total weight of the apparatus is 24,000 pounds.

The quantity of steam required to load the cylinder two to three times an hour is very moderate, and usually lumber manufacturers have sufficient surplus steam in their boiler plants to supply the necessary amount without the use of a supplemental boiler.

Further particulars covering the cost of the preparator, and the necessary transfer and storage tracks, trucks, etc., can be secured by addressing The Kraetzer Company, 537 South Dearborn street, Chicago.



RIGHT HAND VIEW PREPARATOR WITH TRUCK LOAD OF LUMBER



LEFT HAND AND NEARER VIEW OF PREPARATOR



GENERAL VIEW OF THE CAMP SHOWING ARRANGEMENT OF THE TENT AND GROUNDS



INTERIOR OF CLASSROOM AND GENERAL ASSEMBLY TENT. STUDENTS MAKING MAPS

Forest School Michigan College

The forestry students of the Michigan Agricultural College at East Lansing this year conducted their summer school on the holdings of the Boyne City Lumber Company, at Vanderbilt, Otsego county, in the northern part of the southern peninsula of Michigan. The Boyne City Lumber Company is allied with the W. H. White Company of Boyne City.

Forestry is one of the five technical courses given at the Michigan Agricultural College, and is in charge of J. Fred Baker. General scientific work is carried on during the first two years, and constitutes a splendid basis for the subsequent work in forestry. Among the matters given attention in the college course are farm crops, animal husbandry, soils, horticulture, chemistry, bacteriology, entomology, geology, drawing, zoölogy, advanced mathematics, and modern language. The relationship of these to forestry is well understood.

The college has twenty-nine acres of forest nursery, where many practical problems are worked out, and the students are made familiar with the work which they may be called upon to do later in the practice of their profession. This nursery is regarded as a very important part of the field laboratory. Hundreds of thousands of young trees of various species are here produced in seed beds, and after they attain sufficient size are transplanted into rows, where they are further cared for. Conifers and broad leaf trees are included, but by far the largest number is made up of conifers. The species thus experimented with are those of proved value as forest trees in the soil and climate of Michigan. In addition to this tract devoted to nursery work, there are 135 acres of timberland which is cared for as a woodlot. The nursery supplies stock to those who desire to plant woodlots and shelter belts, and many thousand trees have been planted from the stock thus supplied.

The summer term of the school is included in the work between the sophomore and junior years. The students go into the field equipped to carry on the work in the most efficient manner. It is not a pleasure trip or a summer outing, though by close attention to work they find it possible to devote some time to recreation and pleasure, and thus make an outing of the serious business in hand. Though the sun rises early at Vanderbilt, Mich., in summer, it does not find the students asleep in their unguarded tents. They rise with the lark; that is, in ample time to make all preparations for a five o'clock breakfast. They work on the lumberman's schedule, which consists of long hours six days in the week. They are seated at the breakfast table at five o'clock. Thirty minutes later they are assembled at some convenient place to listen to a lecture which forms part of the regular course. Study and work go hand in hand, but the morning lecture is cut down to one hour. When the camp clock marks 6:30 a. m., the students shoulder their tools, implements, and appliances and go forth to tackle the field work. That continues five hours—until interrupted by the "all-softening, o'erpowering knell, the tocsin of the soul—the dinner bell." One hour is devoted to the noon meal, and the field work is again taken up and is continued for four hours. At 4:30 the day's work ends, and recreation begins.

The recreation consists in swimming, shooting and fishing, and occupies an hour or an hour and a half, as at six o'clock comes the call to supper.

The field technical work is usually carried on in four courses. The first two weeks are spent in civil engineering, which consists



STUDENTS AT DINNER IN THE WOODS WITH LOGGING CREW



STUDENTS AT PRACTICAL WORK OF LOG MENSURATION

in the use of the transit, the traverse board, and reconnaissance work.

Forest entomology is studied during one week, and personal acquaintance is made with beetles and other borers and leaf eaters which have been previously studied in text-books. The injuries to dead and dying timber through insect attack are carefully examined, because one of the problems of forestry is to find ways to utilize timber killed from any cause. Fire and insects are the chief agents in this destructive work. Where it is practicable to study their methods of attack and devastation in the woods and in a natural way, it is done; but this is not always possible. Arrangements are made to carry on the study under artificial conditions, as the next best method.

Forest mensuration is an important branch of the work. The theory is mastered in the school room, and methods are made familiar, so that when the student takes up the practical end of the work in the woods, he is not handicapped by lack of knowledge of how it ought to be done. He simply puts into practice what he had previously learned as a theory. The first few days are spent in following the choppers, and measuring the trees as they are felled. That is comparatively easy. The next step consists in estimating the contents of standing trees. To do this quickly and accurately, a good deal of judgment, based on experience, is necessary. The standing trees are first measured or estimated. Then the same trees are cut down, accurately measured, and the result is compared with the first estimate. An experienced cruiser learns, by close attention and long experience, to estimate the contents of a standing tree very accurately, without putting line or calipers on it, but the forestry student in his summer course in the woods is taking his first lessons.



MAKING AN ESTIMATE OF TIMBER IN A STANDING HEMLOCK TREE

After the work of estimating and measuring single trees has been completed in the field, plot or tract, estimating and measuring are taken up. This is simply an enlargement of the single tree method. Usually a ten-acre tract is made the basis of this work, and the timber on the tract is subsequently cut, and actual measurements of each and every tree are checked up to correct the measurements made while the timber was standing.

The equipment of the summer camp is made as practical as possible. The students live in tents. They pitch them, take them down, fit them for occupancy. Board is usually supplied at the logging camp cook shanty, but while taking measurements in the field, following the loggers, the students generally eat their dinners with the logging crews.

The study of the maintenance of men and horses in the woods is a part of the forestry course. The practical side of it is mastered by experience. Men are sent out with horses and packs, and learn to make a camp at night, provide cots of "spruce feathers," in the absence of anything better, make trails where needed, see to it that the packhorses are cared for and that the loads are adjusted in the proper way, and that overloading is not done. The equipment carried by camping parties depends, of course, upon the nature of the work in which they are engaged; but in all cases it is made as nearly as possible like that which they will need in real forestry practice.

An important feature of the instruction in the summer school in the woods relates to the sanitary arrangements of the lumber camp. The tents of the students stand for the cabins and shanties of real lumber life. They are kept clean, and at night are lighted. The yards are likewise looked after, and accumulation of rubbish in front of, between, and behind the tents is not permitted. A yard man is generally assigned the duty of raking the yards and other vacant spaces in the vicinity of the tents, sweeping the tents, keeping the kerosene lamps filled and in order, and the waterpails replenished from the nearest spring.

The Michigan Agricultural College is backing a movement to interest the farmers of that state in planting trees. A specialty will be made of sample lots of five acres or less. An association will be formed to do the planting and create sentiment among the people. One of the first pieces of missionary work to be undertaken will be in the direction of educating farmers to the fact that forest growth, particularly young growth, is injured by the browsing of live stock. The plan of the work includes the leasing of a few acres at certain centers, and making it a sample plot where planting and care of trees may be observed. The farmer who furnishes the land will join in a contract that he will protect the land, but will not interfere with it for a specified term of years. At the end of that period the land, with all the trees which have been planted on it, reverts to him. It would be difficult to find a region which is more suited to tree planting than Michigan.



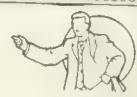
SAWYERS AND STUDENTS WORKING ON GOOD QUALITY OF HARD MAPLE

Distinguished Visitors

Members of the International Congress of Chambers of Commerce will visit Chicago on October 4, and will remain until October 7. Delegates composing this congress come from Austria, France, Germany, Great Britain, the Scandinavian countries, and the United States. The fifth session of the congress will be held in Boston, September 24-28. This will be the first session in this country. The four former sessions were held in Europe. The delegates will visit a number of American cities, and a fund of $25,000 has been raised by Chicago as a contribution toward the expenses of the tour. Chicago will be represented in the congress when it meets for the session in Boston.



Tales of the Trade



"JUST LIKE THE OLD MAN"

A few evenings ago Hendrik Booraem of the Booraem-Powell Lumber Company of Minneapolis was sitting with his wife and seventeen months old boy on the front porch of his home when a terrific outcry from the younger child caused both parents to rush into the house. In his haste Mr. Booraem left several cigars on the floor and upon his return he found that Hendrik, Jr., had chewed one up entirely and had bitten several large hunks from two more and the porch was pretty well covered with "chewed up and spit out" tobacco. The boy was not affected in the least and is fully expected to be a "chip off the old block," though intimate friends are still hoping for the best.

OBEYED ORDERS

W. H. Sill of the Minneapolis Lumber Company, owner of a fine farm, officer in Hennepin Avenue Methodist Church of Minneapolis, president of the Northwestern Hardwood Lumbermen's Association and a director of the National Hardwood Lumber Association, recently hired a new man of all work on his farm.

A few mornings ago the man brought Mr. Sill to the Cedar avenue car line in his buggy and having some milk to deliver followed the car for several blocks down Cedar avenue. Owing to some unforeseen cause the car was delayed and the man caught up with same. Will called to him, "John, stop at the grocery and take home a double loaf of bread and feed the chickens."

In the afternoon Mrs. Sill 'phoned her husband to bring home some bread, as the man had not done so. Mr. Sill "called him" for the omission when he returned home and was informed that he had bought the double loaf and fed it to three hundred chickens.

Sill is now afraid that if he tells his new prize to "get a pail of water and go to bed" he will find him in soak the next morning.

NOTHING SO FUNNY AS THE TRUTH

The average business man handling considerable correspondence runs across many humorous things in his letters and a few items are given below, all being actual occurrences:

1.

Several years ago the Payson Smith Lumber Company of Minneapolis sent out a circular letter which was quite original in that printed diagonally across the sheet in very large heavy black letters was the question, "Have you seen Lee Arthur?" and in smaller type a few facts were given and the statement that if the enclosed postal was returned requesting it, Mr. Arthur, the Chicago manager for the concern, would be glad to call.

"Lee," who is now vice-president of the same concern, states that one card came back with no signature, but bearing a Rockford, Ill., postmark, stating, "Ha must ba helluv a fellar." Lee didn't call!

2.

The Webster-Whipple Lumber Company of Minneapolis recently sent out a letter telling of the good quality of some of its hardwoods and wound up by asking if it might quote. The letter was returned by a Sheboygan, Wis., concern with the notation at the bottom, "Yes, nobody's looking."

3.

John B. Ransom & Co., of Nashville, Tenn., received a letter from one of their country millmen, which was closed with "Yours affectionately." This speaks pretty well for his past dealings with said concern, as some millmen do not feel that way toward their connections.

4.

One of the managers of the American Lumber & Manufacturing Company of Pittsburgh at one time dictated a letter in which he used the expression, "We will let you in on the ground floor." The letter was returned to him by his fair stenographer containing the statement, "We will get you down on the barn floor."

5.

Several years ago an eastern concern was passing through the distressing period of the absence of its regular stenographer on her annual vacation, and was being inflicted with "supply." A letter was dictated containing the following: "Send us one car load of barn boards." The order went out, "Send us one cart load of barn doors."

6.

A. S. Bliss of the A. S. Bliss Lumber Company of Minneapolis gave one of his stenographers a telegram, and upon it being returned to him for O. K., she paused at the door and asked, "Shall I send it by mail?" Mr. Bliss was too stunned to make any reply but "No, send it by freight."

7.

A member of the staff of the Kirk-Christy Company, formerly in business at Cleveland, O., in the extreme goodness of his heart had promised a customer of his, the purchasing agent of a large Ohio corporation and whom we will call "Jones" (though that was not his name) to try to secure a ticket for Mrs. Jones for a trip up the lakes. The writer was convulsed on looking through the letter book one day to come across this gem: "Dear Mr. Jones: I have not had time to see you in some time but can assure you that I have been trying for some time to get a birth for Mrs. Jones, but up to the present time have been unable to do so."

8.

"A few days ago," said a hardwood man, "I was looking over some mail about to go out and discovered a letter which was intended for "Murphy & Diggins, at Cadillac," but the girl had addressed it to "Muphy & Giggins." I saved that concern some mortification by making the proper change.

9.

A dealer in ties and piling contributes the following: "Several years ago I ordered a car of ties shipped as follows: Ship to John Jones, Minnesota Transfer, Minn., via St. Louis, Wabash, Ia. Central and M. & St. L. Rys." Imagine my surprise at receiving a letter a few days later addressed as follows: "John Jones, Minneapolis, Minn." and lower on the envelope the further address: Minnesota Transfer, via St. Louis, Wabash, Ia. Central and M. & St. L. Rys." I got it all right!

OLD SAYINGS IN NEW FORM

"It is the chestnut board that catches the worm."

"The bottom of the pile gathers the moss."

"High freight rates are the root of all evil."

"Fine large piles of low-grade lumber make fine bank accounts."

"Fools made contracts to sell low-grade lumber early in the year and wise men bought it."

"Fools rushed in and sold their lumber early while wise men feared to do so and are now making the mazuma."

"A car of lumber short in measure and poor in grade is an abomination to the customer, but a full scale and fine stock is his delight."

"Moving lumber gathers no rot."

"Firsts and seconds and culls pile together, the sawmill is the maker of them all."

ORIGIN OF THE USE OF MAHOGANY

The first allusion to mahogany, on record, occurred in the writings of Cortez in 1521 to 1540. Mention in his record is made of the use of mahogany in the building of ships for his further voyages of discovery after the conquest of Mexico. Sir Walter Raleigh also used mahogany in repairing his ships in the West Indies. Mahogany from Jamaica was first known as cedar. It was used in paneling and in the floors of the state drawing rooms, and the chamber suite of Queen Ann during her first visit to Nottingham. It was even then celebrated for its hardness and beauty.

Mahogany was made in styles antedating Chippendale's "Directory" published in 1752. The origin of the name mahogany is obscure, although possibly it is a corruption of an Indian name. As now spelled it was probably first seen in Byron's "Beppo" in which he refers to the Turk of the color of mahogany.

SOME RAILWAY RITUALISM

"If you want something to write about," said a well-known veneer manufacturer who modestly requests that his name be withheld, "here is an example of arbitrariness in railroads, that should be interesting." Reaching up over his desk he took down an expense bill that he had had framed as a curio, and displayed it. The expense bill was for one cent and had been receipted. That part of it looked all right except that it seemed to be grinding down to government fineness to get a balance to the books, but that was not all for there is a story with it.

This man had shipped a carload of veneer to a customer and prepaid the freight. The original expense bill was $63.41, which was paid and duly receipted for by the receiving road. This road had to divide the haul and the receipts with a forwarding road, and evidently the division was intended to be equal, but the last odd cent could not be divided in actual money, so the original road took $31.71 cents and forwarded $31.70 to the next road. When this road came to strike a balance it found itself out half a cent, and as it couldn't get half a cent in money it presented an expense bill for one cent.

The most significant part of the story is the indication that the railroads themselves know that they are difficult to collect claims from. Hence this road, instead of making a claim on the original road for the cent, made the bill and claim to the receiver of the veneer, and it was forwarded by him to the shipper, who now has it hanging in a frame over his desk.

APHORISMS OF THE TRADE

Birch interior trim in stock patterns is getting to be quite a feature in the stock of lumber retailers located quite a distance south of where this stock originates.

Not only the hickory stock, but all kinds of wagon wood is scarce and in demand.

Sweetening a grade may not be quite so bad as salting it, but any departure from a uniform system of grading is disorganizing and to be regretted.

One of the unanswered questions of the day is why the trade is calling for thick mahogany more than for veneer on the one hand, and for quartered oak in thin or in veneer form more than in standard thickness of lumber on the other. And, just to mix it a little more, there has been a pretty good call for three-inch quartered oak.

A good dry-kiln and a few special machines might help the sawmill in the woods make more money out of its hardwood.

The furniture trade ought to be ripe for heavy stock buying this fall, for trade looks good, and stocks in hand are small.

Double-shift running of the hardwood sawmill is not the most desirable thing by any means, but there has been a fair share of night running lately, and perhaps it is better to make two shifts of it than to rush logs through recklessly.

There is an abundance of presidential timber, but the offerings for the season are not likely to help the lumber business 'till after a certain Tuesday in November.

Take a tap-line railroad, a bone of contention, a lawsuit and a case before the Interstate Commerce Commission and guess the result.

The really up-to-date wood-working institution is generally the one built by a man who has made enough money with an old patchwork plant to humor his notions a little in building a new one.

Too much hickory is going into the export trade for the satisfaction of the domestic consumers. But, if the export trade pays the best price for it, what are you going to do about it?

The automobile spoke man is leading the hickory handle man a merry chase in the woods these days, in consequence of which the price of hickory is growing faster than the trees.

To cut only ten thousand feet a day on a twenty thousand capacity hardwood sawmill may seem like going slow, but it is really good sense, for it reduces the butchering and waste.

There are many people to whom the tall and uncut looks mighty good these days, and they are going to it wherever it can be found.

By getting funny with both their grades and their prices, the cypress people have lost their grip on a lot of siding trade that they had captured from the poplar folks—and they'll find it hard to get back.



Veneer Flitches



"I don't see why," said a veneer manufacturer, "the average millman would not rather cut his good oak logs into flitches, make a quick turn of his money and get more out of them than he can by cutting them all into lumber and bill stuff." This remark was part of a discussion about veneer and the supply of quartered oak flitches, and was evidently brought out by the fact that the veneer man was experiencing some trouble in getting enough flitches to supply his needs. Some millmen who could have gotten a fair percentage of flitches by taking a little trouble and pains had not taken to the idea as readily as he thought they might. And it is more than likely that they were overlooking a chance to get more out of their timber.

There has been an excellent demand for quartered oak veneer this year, and meantime there has also been more call than supply of oak lumber, with the result that many veneer men who were offered more flitches than they could use last year, have been going hungry for them this year. Meantime the millmen have had a lively enough call for lumber from other sources so that they have not hearkened as readily as they might to the call for veneer flitches. And, to further complicate matters, there is a good call also for thick quartered oak lumber.

The veneer manufacturer discussing the subject said that the only answer he could find for the millmen's lack of attention to the opportunities in veneer flitches is that a man being accustomed to see a certain quantity of timber going through his mill each day hates to see the daily mill capacity reduced by the more tedious work of quartering. He might also have added that the men running the mill like to slab, roll and work in regular rythm, and as a rule dislike to take the pains and detail necessary to quarter and flitch the best logs as they come along.

There is no question but that veneer flitches are good things for the millman cutting oak to give attention to these days. There is a ready market for them at good prices. The price of good flitches put a value to good oak logs converted into them that the millman will not likely be able to realize any other way, and certainly not without quartering. To make flitches is as easy as making thick quartered lumber. Moreover, while the millman generally has to take time to dry his lumber before marketing, he ships the veneer flitches green and thus gets a quicker return than he can get for anything else except special orders for timbers.

Just how long the market for oak veneer flitches may hold as good as it is now, no man can tell. It will take some time to well stock all the veneer mills, and meantime there is a lively call for oak veneer. The millman has an excellent opportunity at the present time for cutting oak to get more out of his timber by converting logs that are good enough into veneer flitches.

The Mail Bag

B 296—Seeks Oak Parquet Blocks

New York, N. Y., Sept. 3.—Editor HARDWOOD RECORD: We would thank you to mail us a list of the names of firms manufacturing 5/16" oak parquet blocks. The material we want is to be paper or canvas backed. ————.

The above inquiry is from a large Metropolitan flooring institution. Anyone producing parquet blocks, interested in the inquiry, can have the address by writing this office and referring to B 296.—EDITOR.

B 297—Wants Lignum-Vitæ

Detroit, Mich., Sept. 3.—Editor HARDWOOD RECORD: Can you suggest a place where we can get a piece of clear lignum vitæ of short length, 2x4 inches in size? - - - COMPANY.

The above inquirer has been advised that lignum-vitæ is not produced in dimension sizes, but the lumber is cut in various thicknesses from the small logs of this wood, from which a 2x4 section could be ripped, and that this stock may be secured from C. L. Willey, Robey street and Blue Island avenue, Chicago, or probably from The Martin-Barriss Company, Cleveland, O., at approximately three-and-a-half cents per pound.—EDITOR.

B 298—Concrete vs. Wood Fence Posts

Indianapolis, Ind., Aug. 27.—Editor HARDWOOD RECORD: I wish to acknowledge receipt of the copy of HARDWOOD RECORD containing an article on the inadequacy of concrete posts. We have just recently sent out a bulletin asking for information from persons who have had experience with concrete fence posts, and will say that we have received many replies, and everyone has said the concrete post was satisfactory. Everyone praised its use.

I have observed them in use in many places throughout the state, and in all cases they have proven satisfactory, except in a few instances where they were not properly made. I might refer you to F. I. Brown, Fort Wayne, Ind., who is purchasing agent for the Pennsylvania railroad lines west of Pittsburgh. He informs me the Pennsylvania Company has not set wood posts for the past two years. I know also where concrete telephone poles are in use and are satisfactory.

It is our purpose to gather all the information we can on this subject in order to form an impartial judgment on the subject.

CHARLES C. DEAM, Sec'y.
State Board of Forestry.

The following letter has been forwarded to Mr. Deam:

There is no question concerning the adequacy of concrete fence posts when they are constructed by experts, but there is a serious deficiency manifested in many quarters with this installation when it is done by farmers and other people equally inexperienced in handling this material.

About the only criticism I should care to make on your enthusiasm on concrete fence posts would be that naturally you would get into trouble with Sam Burkholder, that dean of Indiana lumbermen, who is president of your board, in trying to supplant good black locust, chestnut or even oak fence posts with concrete. It would almost appeal to me that a state board of forestry should try to educate the farmer and other wood-lot owners into growing timber suitable for fence posts, and not try to lead them astray into wild goose chases for wood substitutes.—EDITOR.

B 299—Desires "American Forest Trees" Articles

Forest Service, Washington, D. C., Aug. 26.—Editor HARDWOOD RECORD: Please advise if it is possible for me to secure a reprint of the series of papers entitled American Forest Trees which have appeared in HARDWOOD RECORD during the last seven years. W. H. LAMB.

The writer of the above letter has been advised that the series of articles entitled "American Forest Trees" are now being revised and put into form for book publication. The book will probably appear about Jan. 1 next in an elaborate volume, which will cover every type of commercial tree growing in the United States, and the text will involve not only the range of growth and botany of the various specimens, but also a description of the physics of the several woods and their present and prospective utility.

The work is to be illustrated by considerably more than one hundred halftone illustrations made from photographs of virgin forest tree types, many other pictures of leaf forms, etc., and will be handsomely printed on plate paper.—EDITOR.

B 300—Has Photograph of Wrecked Steel Freight Car

Chichester, N. Y., Aug. 21.—Editor HARDWOOD RECORD: I have some good photographs of wrecked steel freight cars. Do you think you could use any of them in HARDWOOD RECORD? If so, kindly let me know. J. BELMONTE.

The writer of the above letter has been advised that wrecked steel freight cars are no curiosity. All one has to do to see hundreds of them is to visit the cripple tracks of any railroad in America which has ever bought any of these cars.—EDITOR.

B 301—Measurement of Thin Lumber

Cincinnati, O., Aug. 21.—Editor HARDWOOD RECORD: We have an inquiry regarding face measure of lumber thinner than one inch. The firm inquiring states that one of its customers sent an order for 5/8 inch lumber, which was in answer to quotations made by them on face measure. After the car was loaded and en route, the party cancelled the order, claiming that he intended to pay for the stock on the actual contents—in other words, 5/8-inch lumber.

Would like to have you advise if you know of any court decision in this matter and oblige.

H. G. HOOVER, Assistant Secretary,
Hardwood Manufacturers' Association.

The writer has been advised that HARDWOOD RECORD has no record of any legal decision, but the custom of the trade established for many years is that all lumber less than one inch in thickness shall be measured and tallied on a face measurement basis. This is the universal custom of the trade, and as such would carry extreme weight in any case that was presented at court.—EDITOR.

B 302—Liverpool String vs. Hoppus Measurement

Kansas City, Mo., Aug. 18.—Editor HARDWOOD RECORD: Will you kindly explain to me the difference between Liverpool string measure and Hoppus string measure? These systems of log measurement are supposed to be employed in the Liverpool market. ————.

Through the courtesy of HARDWOOD RECORD'S Liverpool representative, the above inquirer has been advised that both the Liverpool string measure and Hoppus string measure use the divisor 144. The divisor 113, although mathematically correct, is not commercially used anywhere in the United Kingdom.

The difference between Hoppus and Liverpool string measure is that Hoppus employs quarter inches in girth, half feet in length, and inches in the cubical contents; whereas Liverpool string measure allows only inches and half-inches in the quarter girth, no half feet in lengths and only feet and half feet in the cubical contents. That is to say a log measuring 14¾" girth would be called 14½" by Liverpool string measure, and measuring 14' 11" in length would be called 14' 0", and a log with a contents of 14' 9" would be called 14½' cube.—EDITOR.

News Miscellany

Meeting of Exporters

Export lumbermen of Memphis held a meeting Sept. 6 to take action in regard to the roads west of the Mississippi river refusing to issue through bills of lading. Many of the lumbermen are of the opinion that if these rules become effective permanently it will eliminate them from the export business. While the roads east of the river have not as yet taken action in regard to the matter, it is understood that they will follow the actions of the western roads.

It was voted at the meeting that the matter be made a subject of formal complaint before the Interstate Commerce Commission. The complaint will be filed through the Lumbermen's Traffic Bureau of Memphis, a new traffic bureau consisting of practically every big lumberman in Memphis and vicinity.

John R. Walker, well-known attorney and rate expert at Washington, will present the case before the commission. J. H. Townsend, formerly traffic manager of the Lumbermen's Bureau at Washington, has been retained to take charge of the new organization.

Forest Students Tour the West

The students of the Biltmore Forest School recently made an extensive tour through the North and the West for the purpose of observing the actual working of mill, factory and logging operations. The principal places visited were the centers of large works. The tour began at Cadillac, Mich., where the plants of the Cummer-Diggins Company and of Cobbs & Mitchell, Inc., were visited, also the works of the Cadillac Veneer Company, Cadillac Handle Company and Cadillac Chair Company. Lectures were there delivered to the students by Dr. Hermann von Schrenk, R. S. Kellogg, Dr. C. A.

Schenck and Dr. H. D. House. The class then proceeded over the Northern Pacific railroad to Portland, Ore., stopping en route in Idaho to visit the St. Joe National Forest and the Milwaukee Lumber Company's white pine manufacturing plant at St. Maries. The next stop in the western pilgrimage was at Seattle, where a number of large factories, mills and other plants were studied, among them being those of the Pacific Creosoting Company, Seattle Cedar Lumber Manufacturing Company, Pacific Coast Pipe Company and the Balcom sawmills. The United States Forest Service's testing station is located at this place, as is also the Forestry Building, donated to the university after the Seattle fair about three years ago. Operations which proved of great interest were inspected at the Merrill & Ring Logging Company's plant near Lake Martha, some fifteen miles from Seattle, where logs are handled by the latest and most improved machinery, and where horses are largely dispensed with, steam engines doing the work. A short time was spent at the St. Paul & Tacoma Lumber Company's door, veneer and column factory at Tacoma, and also the sawmill owned by this company on the slopes of Mt. Tacoma. The western tour of the students will extend to other important lumber regions where various practical problems will be studied.

Annual Outing Grand Rapids Lumbermen

The Grand Rapids Lumbermen's Association held its fourth annual outing Saturday, Aug. 31, at Lake Harbor, Mich., six miles south of Muskegon on Mona Lake. It was a day of pleasure—business was thrown aside to make room for golf, baseball, and various kinds of field sports, among which foot races were a prominent feature. Two special cars over the Muskegon Interurban line carried the visitors out in the morning and back in the evening. Many of the lumbermen were accompanied by their families. The committee on arrangements saw to it that the day was filled with good things from start to finish. The festivities were brought to a close with a dinner at the Lake Harbor hotel, and a poem by Douglas Malloch.

A Million Dollar Lumber Company

Announcement has been made of the organization of the Marshall-Butters Lumber Company, a million-dollar corporation, which will operate at L'Anse, Mich., cutting hardwoods and hemlock. Marshall Butters of Ludington is president, Robert Butters of Ludington secretary-treasurer, Charles Phelps of Grand Rapids vice-president, C. W. Cates of Wells, John O. Maxey of L'Anse, Charles Liken of Sebewaing and Thomas Tracy of L'Anse, directors. The mill which the company will build is to have a yearly capacity of from 30,000,000 to 50,000,000 feet of lumber and will employ 500 men. The company will build a railroad to tap its lumber holdings which are estimated to contain 2,000,000,000 feet.

New Issue National Hardwood Lumber Association Rule Books

Frank F. Fish, secretary-treasurer of the National Hardwood Lumber Association, Chicago, reports that an order for 25,000 copies of the new rules, showing the additions made at the convention in June, is now in the hands of the printer and will be ready for distribution not later than Sept. 15. The work of getting these new rules into the hands of the trade has been unavoidably delayed, but all orders now on file will be filled about the middle of this month and all members will receive ten copies, to which they entitled.

Death of Walter H. Bell

Walter H. Bell, who claimed his home in Chicago, but who for the last quarter of a century has been engaged in exploiting lands in southern Mexican properties, and who from long residence was supposed to be immune from fever, died about a month ago in that country.

Several years ago he exploited the property that was later taken over by the International Lumber & Development Company of Philadelphia, in which Markley & Miller figured so prominently. This deal involved serious complications with Markley & Miller, which were recited some five or six years ago in HARDWOOD RECORD.

Tragic End of Daniel G. Emery

Daniel G. Emery, the eldest and only surviving son of the late George D. Emery of Boston, Mass., committed suicide at his home at Portage Lake, Me., Sept. 6, by means of a pistol shot. The final extinction of the male end of the Emery family is very tragical. The late George D. Emery died from overwork and worry incident to the tremendous strain involved in his Central American and South American mahogany and cedar exploitation enterprises, and the serious legal complications that arose in connection therewith. The estate still has a large claim against the Republic of Nicaragua, which is pending in the courts.

The younger son died shortly after his father, a few years ago, of disease contracted in the tropics. The property left Daniel G. Emery by his father was held in trust for him. He was divorced from his first wife, who remarried and with her two children lives in India. Two years ago young Emery married a nurse in Boston and went to Maine to reside. His wife, also was a victim of the tragedy, she having been strangled to death, possibly by Mr. Emery.

Daniel G. Emery was well known in Chicago, having resided here several years as a representative of his late father in sundry gypsum properties in the West. He was a man probably about fifty years old.

Death of Henry A. Batchelor

Henry A. Batchelor, who for more than forty years was a prominent lumberman of Michigan, died at his home at Saginaw Aug. 21, 1912. He was born at Port Huron, where his father carried on a lumber business at an early day. He thus grew up in the lumber business and acquired a practical knowledge of its various features. He located at Bay City, Mich., in 1877 and remained a year in the employ of David Whitney of Detroit, with whom he subsequently formed a co-partnership in a sawmill at Melbourne. That mill was operated until 1894 and cut 450,000,000 feet of lumber. The mill burned, and two years later Mr. Batchelor, in connection with R. G. Peters of Manistee, Mich., purchased a large body of cypress timber and a sawmill in Florida. This mill was operated at Panasoffkee under the title of the Batchelor Cypress Lumber Company. In 1904 the Wylie & Buell Lumber Company, of which Mr. Batchelor was president, acquired the Hall mill at Bay City and began operations upon a tract of land containing about 175,000,000 feet of timber, tributary to the Mackinaw division of the Michigan Central railroad. The next year this company sold its interest in the Hall mill and the Batchelor Timber Company took over the sawmill of the



MEMBERS OF BUFFALO (N. Y.) LUMBER EXCHANGE AT ANNUAL OUTING AT CRYSTAL BEACH, ONT., SEPT. 14, 1912

Gale Lumber Company at West Branch. Mr Batchelor acquired interests in other operations, one of which was at Nashville, Tenn., where a large oak flooring plant is operated under the name of the Tennessee Oak Flooring Company, under the management of his son, H. A. Batchelor, Jr.

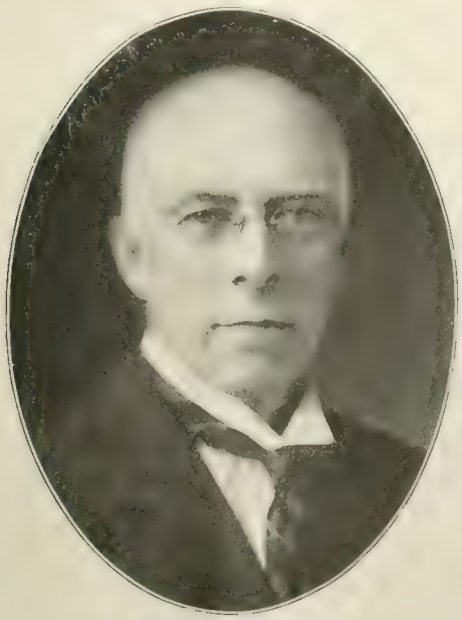
In December, 1866, Mr. Batchelor was married to Miss Agnes Hardie of Toledo, who, with two sons and two daughters, survives him.

Joins Hardwood Record Staff

It is a pleasure to announce that Hu Maxwell, for many years expert in the United States Forest Service, has joined the staff of this publication, as associate editor, having resigned from his governmental position. Mr. Maxwell has a thorough acquaintance with the forest area of practically every part of the North American continent. He has been a wide traveler, is an expert student of the forest and forest affairs, and has a vast deal of practical knowledge pertaining to every phase of the industry, and notably to hardwood timber growth and lumber production.

He is the author of several books which are regarded as authorities on wood, and his specialty lies in the handling of topics pertaining to scientific wood utilization.

H. H. Gibson continues as editor of HARDWOOD RECORD, as will also Edwin W. Meeker, as associate editor.



HU MAXWELL, CHICAGO.

New Plant at Merrill

The new sawmill and lumber reduction plant of the Heineman Lumber Company at Merrill, Wis., is nearing completion. It is said to be one of the most modern and finest plants that has ever been erected in that state. The company has from fifteen to twenty years of timber behind this plant, and soon will again become a large factor in Wisconsin hardwood and hemlock production.

New Chicago Hardwood House

The Greble-Sine Lumber Company will be formally launched within the next few days. The papers have already been prepared and application for a charter under the laws of Illinois has been made. The company is to have a capital stock of $50,000, of which $25,000 has already been paid. The headquarters of the firm will be in Chicago, and W. H. Greble, formerly with the Three States Lumber Company of Memphis, but more lately with the Gayoso Lumber Company, will be general manager. For the present at least his offices will be at 430 North Main street. The organization of the company has not been entirely completed. It is known, however, that George P. Rinn will be president. Besides Messrs. Greble and Rinn, the other principal incorporator of the new company is J. L. Sine. The company will make a specialty of southern hardwood lumber. Mr. Greble has been prominently identified with the hardwood lumber trade of Memphis for a number of years and has been very active in club and association work. This is the first venture on his own account and his many friends here and elsewhere wish him unqualified success.

Will Erect a Large Mill

It is reported from New Orleans that the Bowie Lumber Company will erect a large cypress sawmill on the Mississippi river at St. James, and that the three mills which it owns on the Southern Pacific railroad will be dismantled. The company recently purchased the plant of the J. C. Rives Cypress Lumber Company of St. James at a cost of $1,000,000. The Bowie Lumber Company owns the Lafouch & Northwestern railroad, twenty miles long, which reaches the timber holdings. The St. James mill has a railroad twelve miles long which approaches within three miles of the Bowie road. They will be linked together, completing the chain of forty miles. The St. James mill is about thirty miles above New Orleans. Ocean going steamers can land at the company's wharf.



P. B. RAYMOND, KNOXVILLE, TENN.

Progressive Knoxville Veneer House

P. B. Raymond, the veteran and well-known veneer manufacturer, who for many years had the seat of his operations at Indianapolis but who latterly has been operating a fine plant at Knoxville, Tenn., under the title of the Knoxville Veneer Company, has increased the capital stock of that institution to a total of $50,000, and has sold a considerable block of the stock to C. F. Spence and James L. Getaz of Knoxville. Mr. Spence is the postmaster of that city. Mr. Getaz is a well-known and prosperous contractor.

Mr. Raymond will continue as president of the institution, which will be operated under his direction, and should be one of the most successful veneer operations in the United States.

The source of the timber supply of this plant in both domestic figured and plain woods entering into veneer production, is probably the best in the country, and with Mr. Raymond's superior talent as a veneer producer this company should go forward to a large success.

New Oak Flooring Plant

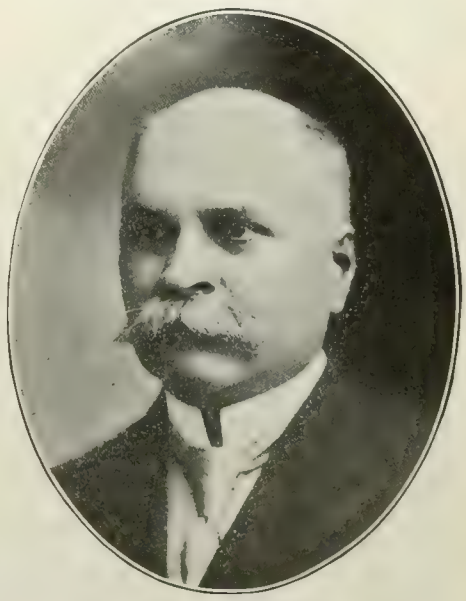
The Forman-Earle Company, an allied concern of the Thomas Forman Company, well-known oak and maple flooring manufacturer of Detroit, Mich., is building, in connection with its sawmill at Heidelberg, Ky., a medium sized oak flooring plant. This company is also installing a Kraetzer preparator, a steam cylinder apparatus designed for steaming lumber under pressure to insure its prompt and accurate drying.

When the company's flooring plant is completed, which will be about Jan. 1, it will probably discontinue the manufacture of oak flooring at its Detroit plant, and ship a considerable portion of its product from Heidelberg to Detroit for distribution.

Home from Europe

C. L. Willey, the foremost fancy veneer and mahogany magnate of the country, returned from a three months' European trip on Sunday, on which trip he was accompanied by his wife. Mr. and Mrs. Willey employed their automobile, which they keep in London, for a very comprehensive tour of Great Britain and the Continent; in fact the only railroad journey they had on the entire tour was from Chicago to New York and return.

Incidentally, Mr. Willey has visited every English and Continental market where fancy wood could be obtained, and has made unusually heavy purchases of finely figured mahogany, English oak, English walnut, Circassian and several other varieties of extremely attractive figured woods. The stock is now arriving at the big Chicago plant at Robey street and Blue Island avenue at the rate of three or four cars daily. The log yard is piled mountain-high with splendid logs.



C. L. WILLEY, CHICAGO.

During Mr. Willey's absence, Manager Clarence Ingalls has entirely rebuilt Mr. Willey's general offices, which now present a very attractive appearance. At the right of the entrance is Mr. Ingalls' private office; at the left is the estimating and stenographers' rooms, and immediately in the rear a general record room, in which opens the vault and in which also is the institution's telephone switchboard and attendant. This room opens into Mr. Willey's private sanctum. Back of these rooms is the general accounting department, storage rooms and an office for the use of traveling salesmen.

New Pittsburgh Hardwood House

A very promising new hardwood concern in Pittsburgh is the Mutual Lumber Company,

which has opened offices in the new First National Bank skyscraper. The mainstays of the company are M. Riely, president, and H. E. Ast, vice-president. Both of these men are veteran lumbermen who have been for years with the American Lumber & Manufacturing Company of this city. Mr. Riely has had charge of the American traffic and railroad sales department since 1900 and Mr. Ast was for the past six years manager of the hardwood department. The new company will make a strong bid for straight out hardwood business and for the first few months will confine its energies to hardwoods almost entirely.

Both Mr. Riely and Mr. Ast have a very large acquaintance among lumbermen and millmen. The former will be office manager, while the latter will look after the outside sales work and will do most of the hardwood buying. The company starts off with splendid assets in the way of a long experience and loyal friends. The position which Mr. Ast held at the American has been filled by Robert Brown, a former Detroit lumberman who has been with the American the past year.

Completion of New Hardwood Mill

The H. H. Hitt Lumber Company, Decatur, Ala., announces the completion of its new 50,000 feet daily capacity band mill at Decatur. This installation makes three band mills the company is now operating, which have a total daily output of 120,000 feet. The timber of this company is exclusively of the high-class Tennessee River valley variety, which is said to be second to none in softness of texture and good color. The lumber of this company is carefully manufactured and graded.

The new mill is a 12-inch, 10-foot Allis-Chalmers band, and is up-to-date in every particular, being equipped with chain log-haul-up, shot-gun feed, steam set-works, steam nigger, band resaw, live rolls, etc. The power is supplied by two engines of 450 H. P. and 250 H. P., respectively. The mill was started the last week in August and has thus far given entire satisfaction.



A VENEER KNIFE OF SIZE AND QUALITY

Some Veneer Knife

E. C. Atkins & Co. have just shipped from their Lancaster knife factory a very remarkable veneer knife, a picture of which we are pleased to show herewith.

We have not the exact dimensions of the knife, but you can see for yourself that it is "some knife."

This was ordered for a special slicing machine, and the great accuracy required in order to grind them straight and true, to temper them properly and to finish them so as to give results, proves the splendid facilities which the Atkins company enjoys.

Knives of this size are very rare, and we understand that only about twelve of them are consumed in the United States in any one year.

Building Operations for August

Building statistics for August, as compiled by The American Contractor, Chicago, from forty-four leading building centers throughout the country, show a decline of fourteen per cent as compared with the same month of the past year. This was caused by builders at Chicago taking out permits during August, 1911, for skyscrapers and extensions to some already built, because a height limit was established to take effect on Sept. 1. These permits amounted to nearly $20,000,000. Under normal conditions the gain in the cities listed would be about fifteen per cent. Despite this skyscraper boom the past eight months scored an increase of nearly six per cent over the same months of the past year. The cities which gained an increase of more than fifty per cent for August, 1912, are: Baltimore, 64 per cent; Dallas, 208; Manchester, 296; Memphis, 160; Norfolk, 88; New York City, 54; Oakland, 70; Richmond, 80; Scranton, 73; Shreveport, 448, and Wilkes Barre, 153. The particulars will be found in the following table:

City.	August, 1912. Cost	August, 1911. Cost	Per Cent. Gain.	Loss.
Atlanta	$ 478,159	$ 651,717		26
Baltimore	694,304	420,884	64	..
Buffalo	900,000	793,000	13	..
Cedar Rapids	201,000	185,000	8	..
*Chicago	8,436,100	26,200,500	..	67
Cincinnati	1,618,385	1,420,125	13	..
Columbus	389,830	535,036	..	26
Dallas	623,098	202,172	208	..
Des Moines	79,475	154,000	..	48
Detroit	2,497,505	1,668,875	49	..
Duluth	207,788	278,910	..	25
Grand Rapids	200,514	145,550	37	..
Harrisburg	77,725	120,575	..	35
Hartford	544,930	550,095	..	2
Indianapolis	888,670	642,488	38	..
Kansas City	1,016,150	877,170	15	..
Manchester	741,712	189,816	296	..
Memphis	1,101,595	422,850	160	..
Milwaukee	1,026,300	1,027,608	..	..
Minneapolis	1,050,815	1,042,800	..	..
Nashville	146,660	159,706	..	8
Newark	901,069	1,377,710	..	34
New Haven	292,735	843,065	..	65
New Orleans	284,636	267,665	6	..
Norfolk	492,276	261,380	88	..
Manhattan	13,253,057	6,547,885	102	..
Brooklyn	2,475,650	2,978,780	..	16
Bronx	2,300,587	2,143,275	7	..
New York	18,029,294	11,669,940	54	..
Oakland	1,267,779	744,533	70	..
Omaha	474,137	404,325	17	..
Paterson	135,503	145,177	..	6
Philadelphia	3,445,935	4,660,185	..	26
Pittsburgh	1,170,434	1,138,531	3	..
Portland	1,094,509	1,733,325	..	36
Richmond	413,935	228,889	80	..
Rochester	1,005,329	849,770	18	..
St. Paul	618,774	797,116	..	22
St. Louis	1,671,951	1,631,519	2	..
Salt Lake City	398,835	354,900	12	..
Scranton	185,810	107,092	73	..
Shreveport	425,888	77,558	448	..
Toledo	334,985	574,588	..	41
Wilkes-Barre	235,679	92,950	153	..
Worcester	588,408	549,838	7	..
Total	$56,358,616	$66,178,933	..	14

*Chicago issued nearly $20,000,000 for skyscrapers, August, 1911, before restrictions were enforced Sept. 1.

Liquidation of Hardwood Lumber Company

Owing to ill health and inability to carry on the details of the business of the Hardwood Lumber Company of Cincinnati, O., J. H. P. Smith, president and larger owner of that enterprise, has deemed it wise to liquidate the affairs of the company. Mr. Smith has been suffering from a severe case of neuritis for the past six months, and has been practically incapacitated from attending to his business.

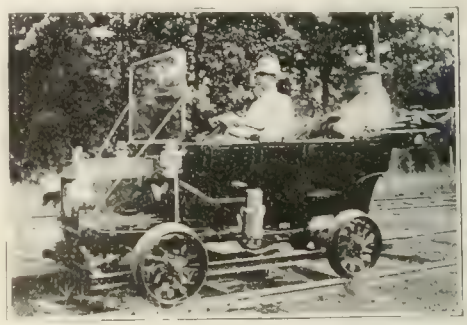
The affairs of the company has been placed in the hands of E. V. Babcock of Pittsburg, B. B. Burns of Charleston, W. Va. and Fred W. Mowbray of Cincinnati, as trustees to wind up the business.

The assets of the institution, consisting of good accounts receivable, cash on hand and lumber, are amply sufficient to enable the trustees to pay all the liabilities in full and turn over to Mr. Smith and his associates a handsome surplus.

The many friends of Mr. Smith in the trade will regret the misfortune that has overtaken him, and which makes it necessary that he shall liquidate his profitable and growing business.

A Handsome Speeder

Superintendent J. P. Murphy of the Little River Lumber Company and the Little River Railroad, Townsend, Tenn., is the proud possessor of a new automobile speeder, which he employs in getting over the fifty or more miles of this railroad.



SUPT MURPHY'S AUTOMOBILE SPEEDER

Mr. Murphy removed the running gear and put a set of railroad trucks with suitable brake equipment on a new "20" Ford automobile, and now has the handsomest speeder in the country. He says he is using this machine every day, and it is giving entire satisfaction. He believes he made no mistake in rigging it up, as it is infinitely superior to any standard motor car made.

It must be mentioned that the curves of the Little River Railroad range up to thirty-six degrees, and in the mountain section go up to a grade of nearly seven per cent. The car easily makes thirty miles an hour.

The accompanying picture shows Mr. Murphy at the "trigger" of the machine, and the back seat occupied by Herbert B. Nields, chief salesman of the Little River Lumber Company.

Miscellaneous Notes.

The Sycamore Wagon Company at DeKalb, Ill., has been succeeded by the DeKalb Wagon Company.

The Parma Veneer Products Company, Parma, Mo., has been incorporated with a capital of $28,000.

The McLean Hardwood Company of New York, N. Y., has incorporated with a capital of $300,000.

The Otwell Wagon & Novelty Works at Otwell, Ill., have recently incorporated with an authorized capital of $4,000.

The Hamilton Vehicle Company at Hamilton, O., has been incorporated with a $50,000 authorized capital.

A receiver has been applied for by the American Carving and Manufacturing Company at Grand Rapids, Mich.

An increase in capital from $63,500 to $72,000 has been made by the Southern Illinois Lumber Company of Springfield, Ill.

The Chelsea Manufacturing Company, with a capital of $5,000, has been incorporated at Chelsea, Vt., to manufacture handles.

The Independent Lumber Company of Fremont, Ala., with headquarters at Indianapolis, Ind., was adjudged bankrupt on Aug. 22.

A cyclone which struck Birchwood, Wis., Aug.

27 damaged the property of the Ahnapee Veneer & Seating Company at that point to the extent of $1,000.

Middletown, O., will soon have an additional manufacturing plant in the Harland Hardwood Lumber Company, which is being organized at that point.

A new automobile manufacturing plant has been incorporated at South Bend, Ind., with a capital stock of $20,000, by S. W. Nicholson, J. C. Paxson and V. E. Paxson. The company is located in the Manufacturers' Plant and Power Company's buildings.

The Jesse French & Sons Piano Company has recently succeeded the Krell-French Piano Company at Newcastle, Ind.

The Independent Lumber Company, Lafayette, Ind., has been incorporated for $15,000 with J. C. Frey, E. S. Frey and Russell K. Bedgood as directors.

The French Broad Manufacturing Company of Barnard, N. C., has been succeeded by the French Broad Handle Company, which has been incorporated at $25,000.

The Northern Veneer Company has been organized at Houlton, Me., with a capital of $25,000. W. H. Trafton of Caribou, is president and treasurer of the concern.

Fire in the dry-kilns of the Simonson Brothers' Manufacturing Company at Nashville, Tenn., destroyed 35,000 feet of hardwood. The loss incurred is estimated at $5,000.

Improvements will be made in the plant of the Wilkinson-Matthews Company at Damascus, Va., and the company will manufacture plain and quartered oak table tops with chestnut cores.

The firm of Mendel & Co., Cincinnati, O., has consolidated with Drucker & Co., which concern has been incorporated as the Mendel-Drucker Trunk Company with an authorized capital of $325,000.

The Southern Manufacturing Company, Gadsden, Ala., has increased its capital from $15,000 to $75,000, as has also the Evansville Desk Company, Evansville, Ind., its capitalization now being $50,000.

The Veneer Pail and Machine Company, Omaha, Neb., has been organized with a capital stock of $150,000, and will build a factory for the manufacture of pails, tubs, veneer barrels, veneers, etc.

The Sterling Lumber Company of Pine Bluff, Ark., has been incorporated with a capital of $10,000, all of which has been subscribed for. J. H. Allen, W. J. Lockwood and M. F. Rutherford are the incorporators.

The Buckley and Douglas Lumber Company, Manistee, Mich., consummated a deal on Aug. 15 whereby it becomes the owner of the State Lumber Company, whose mill it has been operating for the past two years.

It is announced that the Great Eastern Lumber Company of Savannah, Ga., which was organized in June last with a capital stock of $1,000,000, will erect mills, dry-kilns and construct a railroad on its property.

H. M. Teichman, E. J. Cowan and H. D. Cowan are directors of the Western Art Cabinet Manufacturing Company, which filed incorporation papers on Aug. 15, and will operate at Los Angeles, Cal. The capital stock is $5,000.

The American Woodenware Company has been incorporated at Manistee, Mich., and is manufacturing kitchen woodenware and woodenware specialties. The machinery used in this company's plant is up-to-date and first-class in every respect.

A fire which destroyed the plant of the Lucas Land & Lumber Company at Paducah, Ky., caused a damage approximating $65,000, but fortunately the company carried insurance of $34,000, and will rebuild. The mill was one of the oldest in Paducah.

The Webster Basket Company has recently been incorporated at Webster, N. Y., with a capital of $50,000, for the manufacture of baskets, crates, etc. The incorporators are G. Kittelberger, B. Kittelberger and E. Kittelberger.

The Bomer-Banks Company, an affiliated concern of the Bomer-Ferguson Lumber Company of Lake Arthur, La., will erect a big hardwood mill near Lottie, La. The Lake Arthur concern has an excellent band mill at that point, cutting 40,000 feet of cypress daily.

It is announced that the plant of the National Lumber Company, recently destroyed by fire at Winnfield, Tenn., will be rebuilt but at some other point in the hardwood lumber belt of Tennessee. The headquarters of this concern are located at Louisville, Ky.

A new veneer manufacturing concern at Birmingham, Ala., is the Birmingham Box and Veneer Works, capitalized at $16,000. G. T. Douglass is president; S. F. Cornelius, vice-president; J. N. Cornelius, secretary and treasurer, and W. B. Douglas, general manager.

Among the new tie manufacturing concerns are the Clinchfield Tie and Lumber Company at Wytheville, Va., with a capital of $50,000, and the Smalley Tie and Timber Company of West Eminence, Mo., capitalized at $50,000 by J. B. White, H. H. Smalley and C. C. Sheppard.

The Bonner Furniture Manufacturing Company, Nashville, Tenn., recently incorporated at $80,000, will erect a factory at this point. A building has been leased by the company in which motor-driven machinery will be installed. T. F. Bonner is president and general manager.

George K. Green of Newark, Ark., has purchased hardwood timber along the Black river for $10,000. He recently secured the hardwood mill of D. P. Whisnant on this river, together with 2,200 acres of timber land adjoining it. Extensive improvements will be made in the plant.

The Byrd-Matthews Lumber Company has been capitalized at $1,000,000 at Gainesville, Ga., and is controlled by Chicago capitalists. The company has plans for developing 80,000 acres of timber land, building mills, etc. Its land is estimated to cut 800,000,000 feet of lumber.

The holdings of the United Logging Company, Escanaba, Mich., have been sold to the Kimberly Clark Company of Menasha, Wis., and the Beaver Timber Company, a newly organized concern, which is composed of the Menasha Woodenware Company and the Escanaba Manufacturing Company.

The Wm. C. Bailey Lumber Company, Minneapolis, Minn., has moved from 600 Central avenue to Fifteenth avenue, N. E., and Central avenue, and large sheds have been erected at its new location. The company expects to still further enlarge its yard capacity by securing additional land within a short time.

C. M. Carrier of Buffalo, N. Y., as president and J. H. Hancock of Punta Gorda, Fla., as treasurer, together with other men from these two cities, have organized the Punta Gorda Lumber Company with a capital stock of $1,000,000. Extensive tracts of timber in De Soto county will be developed and big sawmills will be constructed.

The Ruthbell Lumber Company has been formed at Elkins, W. Va., to own and develop timber lands in Preston county and to manufacture lumber. The capital stock is $150,000, and the incorporators are R. Chaffey, Charles S. Robb, D. F. Strock and R. Darden of Elkins, and Merritt Wilson of Wildell, W. Va.

A new incorporation at Hagerstown, Md., is the Oak Hill Lumber Company, succeeding the D. L. Dewey Lumber Company, which company will soon install about a thousand feet of railroad siding. Solomon George, Charles S. Lane, D. L. Dewey of Hagerstown; W. H. Hyatt of New York City, and S. S. Steele, Elkins, W. Va., are the incorporators.

The lumber industry in Servia is not expanding as rapidly as in some other parts of the world. Nevertheless a consular report states that two new sawmills started operations in that country during the past year. Their combined yearly output will be about thirty million feet board measure, worth a little under twenty-three dollars a thousand.

A new organization has been formed at Watoga, W. Va., known as the Watoga Lumber Company to operate sawmills in Pocahontas county, W. Va. It has a capital stock of $75,000. The incorporators are Rodgers K. Foster, Clarence L. Peaslee, Henry C. Parsons and Charles E. Krape of Williamsport, Pa., and Henry Gilmer of Lewisburg, W. Va.

Among recent incorporations are the following concerns: The McDavid Veneer Company at Brewton, Ala., with a capital of $6,000; the Southern Hardwood Lumber Company, Little Rock, Ark., capitalized at $5,000; the Rusk Box & Furniture Company at Hawkins, Wis., with an authorized capital stock of $20,000.

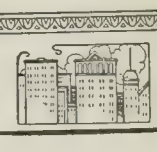
The Haddock-France Lumber Company, Harrison building, Philadelphia, Pa., has completed improvements to its mill at Mt. Sterling, N. C., including the installation of dry-kilns, steam-skidding appliances, and various other accessories. The company specializes in basswood, chestnut, largely to the piano trade, hemlock and poplar lumber. This company's product is sold in Philadelphia by the Monarch Lumber Company.

The new plant of the recently organized and incorporated firm, The Cook & Duncan Company, Ltd., at Meadowvale, Pa., will have a daily capacity of 20,000 feet. The company just completed a logging road into a tract of timber, which it owns, involving more than five million feet of hardwoods. The Cook & Duncan Company, Ltd., is capitalized at $60,000 and is composed of H. C. Cook of Johnstown, J. C. Duncan of Windber and D. L. Parsons of Johnstown.

The Hardwood-Forest Company with offices at 410 Godchaux building, New Orleans, La., has recently been organized to do a general business in hardwood logs of all kinds and hardwood specialties. In addition it will manufacture under contract handle billets and other specialties at various points in the southern states where it has mill connections. Ladson L. Boone, Jr., is general manager of the company, and associated with him are E. F. and J. M. Rollosson.



Hardwood News Notes



CHICAGO

W. S. Trainer of the Trainer Brothers Lumber Company is back in town from a two weeks' sojourn at French Lick Springs, Ind.

The Faust Brothers Lumber Company, whose headquarters are in Paducah, Ky., has moved its Chicago offices from the Monadnock building to 1319 Fisher building; telephone Harrison 4657.

W. B. Morgan of the Anderson-Tully Company, Memphis, Tenn., spent several days in Chicago last week.

S. B. Anderson of the Anderson-Tully Company, Memphis, spent a few days in Chicago recently, but is putting in most of his time during the hot weather at Michigan resorts.

Max L. Pease of the Galloway-Pease Company, Poplar Bluff, Mo., has been dividing his time

during the last month between South Haven, Mich., where his family has been spending the summer, and visiting the Chicago trade.

J. S. Houston of J. S. Houston & Co., Chicago, and of the Memphis Veneer and Lumber Company of Memphis, Tenn., is dividing his time between the Memphis plant and the Chicago office.

T. S. Estabrook of the Estabrook-Skeele Lumber Company is in northern Wisconsin trying to unload a severe attack of hay fever, and incidentally duplicate Ed. Skeele's prowess in fishing.

John C. Spry, the well-known timber operator of the Corn Exchange Bank building, Chicago, presents to prospective timber investors or sawmill operators a very alluring piece of Arkansas timber in the advertising columns of this issue of HARDWOOD RECORD. Mr. Spry has owned this timber for some years and it has been very carefully and intelligently cruised. Those in a position to know allege it is one of the best, if not the best, oak proposition in the entire Mississippi valley.

Acknowledgment is made of the receipt of a handsomely framed show-card from the Maple Flooring Manufacturers' Association, whose headquarters are in Chicago, showing pictures of maple, beech and birch forest trees in halftone, and illustrations of specimens of flooring made from these three woods, together with a description of the distinct characteristics of flooring made from each of the varieties.

Clint Crane, the big sawmill man of Cincinnati, O., spent several days last week visiting his old home in Peru, Ind., and dropped into Chicago for a day.

W. E. DeLaney, president of The Hardwood Manufacturers' Association, and manager of The Kentucky Lumber Company with headquarters at Cincinnati, was a Chicago visitor Sept. 6.

Frank F. Fish, secretary of the National Hardwood Lumber Association, this city, who has been away on a two weeks' eastern business trip, returned to his office a few days ago and reports business conditions in that section of the country as very good.

Fred W. Mowbray of Mowbray & Robinson, Cincinnati, O., dropped into Chicago on Sept. 6 for a few days' visit to his local customers.

Among the Chicago visitors during the last week of August was Charles A. Phelps of the Hackley - Phelps - Bonnell Company of Grand Rapids, Mich., who was on his way to Detroit.

W. H. Russe of Russe & Burgess, Inc., Memphis, Tenn., returned from a two months' European trip last week.

W. E. Johns of the Johns-Mowbray Nelson Company of Cincinnati, O., was a recent Chicago visitor.

Lawrence Ford of the Goodlander-Robertson Lumber Company, Memphis, Tenn., together with a few of his friends, has been motoring through Michigan, but is now back at his desk.

E. E. Goodlander, president of the Goodlander-Robertson Lumber Company, Memphis, Tenn., is enjoying a visit in the West.

James F. McSweyn, manager of the Memphis Saw Mill Company, Memphis, Tenn., was in Chicago on Sept. 3, and called on the local trade.

J. S. Stearns, the well-known lumber operator who resides at Ludington, Mich., spent a few days in Chicago recently.

George D. Burgess of Russe & Burgess, Inc., Memphis, Tenn., accompanied by his wife, arrived in Chicago Sunday morning for a little period of rest and recreation. W. H. Russe of this house has just returned from Europe, which enabled Mr. Burgess to get away from the Memphis office.

J. A. Lamb, manager of the dimension plant of the Larkin Company at Memphis, was a Chicago visitor the first of this week.

J. A. Gillette of Gillette Brothers, Memphis, is spending several days in Chicago at the present time.

NEW YORK

H. Isaacsen, 561 First street, Brooklyn, eastern sales representative of the Yellow Poplar Lumber Company, Coal Grove, O., has just returned from a visit to the mills of the company which he reports is in fine shape on its usual choice stock of yellow poplar. In addition to this, as has already been announced, the company is now manufacturing some very choice oak, chestnut and basswood, making a specialty of quarter-sawed white oak.

The Virginia-Carolina Lumber Company, Lynchburg, Va., has just appointed Robert W. Brownson as manager of its New York sales office just opened at 1 Madison avenue. Mr. Brownson has been connected with the local wholesale trade for a great many years and will look after the interest of the company in the Metropolitan district. The company is a large manufacturer of oak, poplar, chestnut, cypress, red gum, white pine, short and long leaf yellow pine.

H. D. Billmeyer of Cumberland, Md., was in town during the fortnight in the interest of business, which he reported has materially improved in his specialty, which is heavy hardwood ship and dock timber. He looks for substantial business this fall and winter.

P. J. Feitner of the Hoban-Hunter-Feitner Company, large wholesale cypress house of Brooklyn, returned last week from a lengthy tour of the cypress mills in the gulf states, where his company has large interests and relations. He found conditions in the cypress trade improving, with stocks well held, inquiries more plentiful and prospects bright for an active fall trade. His company is carrying a big supply of cypress on hand at its Brooklyn yards for quick shipment to the trade. In addition to this it is maintaining large facilities at mill points for car shipments.

E. L. Edwards, prominent hardwood manufacturer of Dayton and Cincinnati, O., spent the greater part of the fortnight in town on business and pleasure.

Secretary E. F. Perry of the National Wholesale Lumber Dealers' Association, arrived home on Aug. 23, from a pleasure trip of several weeks abroad.

Charles F. Fischer of the Chas. F. Fischer Lumber Company, wholesale hardwoods, 1938 Park avenue, Manhattan, is just back from a trip West and a visit to Nelson H. Walcott of Providence, R. I., at Lake Quonachontaug, R. I.

R. H. Downman, the distinguished cypress manufacturer of New Orleans, La., passed through the city during the fortnight en route to join his family on the Massachusetts coast.

Charles M. Hamlin, secretary of the Hamlin Lumber Company, white pine and hardwood house, 29 Broadway, New York, has been spending several weeks in the hardwood districts of the South on a buying tour.

Arthur Bailey, formerly of the New York Dimension Supply Company, and Milton May, formerly of the Albert Haas Lumber Company of Atlanta, Ga., and later manager of the northern branch of the English Lumber Company of New York, are continuing the business that Milton May established in New York under the firm name of Arthur Bailey & Co., at No. 1 Madison avenue. This house specializes in poplar, red gum and other hardwoods and in dimension stock.

BUFFALO

The most important social event the lumbermen have participated in for some time was the second outing of The Buffalo Lumber Exchange, held on Sept. 4 at the Buffalo Canoe Club. The trip was made by Crystal Beach steamer. The day's programme included baseball, tennis, rowing, canoeing and other sports. Luncheon and dinner were served at the clubhouse. The committee in charge of the outing was as follows: John F. Knox, R. D. McLean, A. W. Kreinheder, W. P. Betts and E. J. Sturm.

Frank A. Beyer, who has been serving as county treasurer on the Republican ticket during the past term, and who was elected largely through the efforts of the lumbermen, has been nominated by the party as county clerk. With a three-cornered fight on in local politics this fall, the situation promises to be interesting.

G. Elias has returned from an eastern business trip. The concrete work on the improvement to the sawmill of G. Elias & Bro., which recently underwent repairs, is now completed.

J. D. McCallum of the Hugh McLean Lumber Company has returned from a short trip to his former home in Canada. The company looks for an increased scarcity of cars during this month.

O. E. Yeager states that the hardwood trade shows a slight improvement. He is planning to attend the meeting of the International Chamber of Commerce in Boston late this month.

I. N. Stewart has returned from a vacation of two weeks in Canada, during which he covered a good deal of ground by automobile. He states that the demand for hardwoods is increasing.

B. E. Darling of Blakeslee, Perrin & Darling, left late last month for the Southwest to purchase lumber. The yard is handling a fair amount of hardwoods, and reports gum as quite strong and active.

A. Miller states that the car shortage seems to have started earlier than usual this year. Ordinarily he looks for trouble of the kind in October and November, but it is from four to six weeks ahead of time.

The Buffalo Hardwood Lumber Company finds an excellent demand for birch. It has unloaded two barge loads of it within the past week and is also shipping it from the Adirondacks.

A. W. Kreinheder will act as referee of the annual reliability run of the Buffalo Automobile Club to be held four days this month. He says it will be the best automobile test the club has yet held.

Nelson S. Taylor of Taylor & Crate, has lately been making a yachting trip on Lake Erie, as the guest of Buffalo friends. He recently returned from an automobile tour through New England.

F. M. Sullivan has been spending much time at Wanakah, on the Lake Shore, recently, where his family has been this summer.

J. N. Scatcherd is back from a vacation trip to East River, Conn., his former summer home. He has also been visiting his large farm in the neighborhood of London, Ont.

PHILADELPHIA

W. J. Mingus of Mingus & Rutter, says business is too good. This statement is not so cryptic as it would seem when he explains that it is easy enough to sell goods these days, but quite another thing to get them, as stocks of all standard woods are scarce, and high in price. He anticipates good trading for the fall and winter season.

Mrs. Sarah I. Tennant, mother and partner of J. C. Tennant of the Summit Lumber Company, after an illness of about nine days, died at her summer home at Harvey's Lake, Pa., on Aug. 18. It is understood that the death of Mrs. Tennant will not affect the finances of the Summit Lumber Company. Mr. Tennant, who has recently returned from a business trip through the coal region, reports conditions there much improved since the settlement of the strike, and outlook for winter trading promising.

It is the pronouncement of W. J. Glantz, Philadelphia representative of the Kendall Lumber Company, who recently made a tour of eastern Pennsylvania and Maryland, that trading all along the line is good, and that the prevailing optimistic feeling can but augur an opulent fall and winter business.

W. A. Jackson of the Jackson-Wyatt Lumber Company, reports easy selling, but difficult ship-

ping of goods. Prices are up and stocks down, but the company hopes soon to make a connection that will place it in a position to meet all comers.

From the Philadelphia office of the W. M. Ritter Lumber Company comes the report that the summer trading so far has exceeded that of the same period of last year, and prospects are strong for a good fall and winter business. A. J. Williams, eastern representative, who has been sizing up stock condition at the company's mills, paid a visit to the main office at Columbus, O.

J. H. Harding of Harding-Finley Lumber Company, reports increasing export business, with satisfactory prices. He says he finds foreign trading more remunerative at this time than home trading.

I. W. Warner, formerly of the Coppock-Warner Lumber Company, has recently been secured by Mr. Harding to cover New York state, where, as it is Mr. Warner's old camping ground, he is one of the best known and best liked salesmen in the field.

With a bullet hole in his brain, John J. Perry, a wealthy lumberman, and head of Houston, Perry & Co., Inc., Seaford, Del., was found in an unconscious condition in his automobile along an isolated road near the outskirts of Seaford, Aug. 22. He never regained consciousness. Mr. Perry was fifty years old and had been engaged in the lumber business for the past thirty years, having operated factories in Delaware, Virginia and North Carolina.

PITTSBURGH

B. W. Cross, who handles the Pittsburgh affairs of the Thomas E. Coale Lumber Company, has returned from a two weeks' vacation in the East and reports factory prospects especially good in hardwood.

J. N. Woollett, president of the Aberdeen Lumber Company, is back from a trip to the South and Southwest, where he secured some nice contracts for gum and cottonwood. He anticipates a heavy trade in both these lines this fall.

The Union Lumber Company of the north side is making good headway for a new concern and during the past month has had some excellent trade with the railroads and big manufacturing concerns in this district. President William Hunter is optimistic about the future of the lumber business in this city and believes that fine hardwoods will have a ready sale this fall.

The Duquesne Lumber Company is now cutting 70,000 feet a day at its new plant at Braemar, which is one of the finest equipped operations in the South. President A. Rex. Flynn has made several trips to the plant this summer and is well satisfied with the outlook. Sales Manager G. C. Adams is spending this week with the eastern trade.

The Linehan Lumber Company reports a much better midsummer trade than usual. All prospects, Mr. Linehan reports, are favorable for a good business this fall.

President H. F. Domhoff of the Acorn Lumber Company is making frequent trips to the Northwest in search of stock. The company's hardwood business is very flourishing and Mr. Domhoff looks for a big trade in the next few months.

E. V. Babcock of the Babcock lumber interests, who is Pittsburgh's biggest councilman, is running an interesting alfalfa raising race this summer with two of his colleagues, Councilmen J. P. Kerr and William Hoeveler. Each councilman has a fine farm near Pittsburgh and in the spring staked off a two-acre field for alfalfa on which each is betting heavily.

On Sept. 10 the Pittsburgh Chamber of Commerce will start on a special trade expedition in the "Made in Pittsburgh" train. All the lumber, steel, paint, etc., used in the cars were secured in Pittsburgh and every business concern that is represented on the train will have samples of its product.

BOSTON

The American Woodworking Company, Bethel, Me., has been incorporated with a capital stock of $50,000. The incorporators are Frank L. Wilson and Ralph L. Wilson of Berlin, N. H.

Lumber dealers in this section of the country have been warned during the past few weeks of a possible car shortage. Shippers in the South and West have been writing dealers pointing out the fact that the crop movement would start in soon and at that time it would be difficult to get cars for lumber shipments. Some dealers have ordered in quite large lots of lumber for customers and on their own account and state that these shipments are meeting with delay already. The eastern traffic managers of the railroads are urging prompt unloading which, if the request is complied with, will help matters out somewhat.

The W. A. Cairns Woodworking Company, East Hartford, Conn., has been incorporated with a capital stock of $25,000. The incorporators are William A. Cairns and Herman A. Kapsceske of East Hartford and Henry J. Cairns of Hartford, Conn.

Several wood-working companies in East Boston met with a loss by fire last week. Among those damaged were the plants of the Federal Building Finishing Company, A. Johnson, H. O. Ackerly and William Joyce. The damage caused by the fire is reported not to have exceeded $20,000.

The Ashburnham Manufacturing Company, Ashburnham, Mass., has been purchased by W. A. & H. M. Curtis of Westminster, who will operate this chair plant under the name of the Curtis Chair Company. The plant was formerly owned by the late Charles Griffin of Keene, N. H. The new concern will manufacture chairs and stools and will make a specialty of porch furniture.

BALTIMORE

Secretary J. McD. Price of the National Lumber Exporters' Association interrupted his annual swing to visit members of the organization long enough to return to his office and take up a matter of importance affecting shippers to foreign parts. This was a question of freight rates over the Louisville & Nashville Railroad to New Orleans, which have been under controversy for some time past. The New Orleans exporters, through the National Lumber Exporters' Association, had asked for some concessions, contending that the shippers were being discriminated against, but the railroad rejected all suggestion of compromise. Consequently there was talk of bringing the matter before the Interstate Commerce Commission. Mr. Price did what he could at this time, and then resumed his trip, this time going South, where he planned to discuss with exporters questions of rate, dock rules, the situation abroad and various other points of special interest to those engaged in the foreign trade.

Richard P. Baer of Richard P. Baer & Co., returned last week from a ten days' automobile trip to Boston, Marblehead and other localities in New England and New York state. He was accompanied by Mrs. Baer and combined business with recreation, seeing a number of his customers and picking up diverse orders. He reports that business was eminently satisfactory and that the requirements of buyers were on the increase.

H. L. Boroman, sales manager of the R. E. Wood Lumber Company, spent several weeks in Virginia after leaving the hospital at Baltimore, where he was treated for an attack of malaria.

A curly maple, one of the biggest trees in that section of North Carolina, was purchased recently for $20. The cost of having it cut, sawed into sections and transported about thirty-five miles to a railroad amounted to not less than $400. The tree yielded some 16,000 feet of lumber which was brought to Baltimore to be manufactured into veneer.

COLUMBUS

The Oak Wood Lumber Company of Marietta, O., has been incorporated with a capital of $50,000 to hold timber lands and operate a sawmill. The incorporators are W. J. Schaufer, C. H. Holden, W. J. Crom, J. C. West and Robert M. Noll.

The Leet Lumber Company of Oakhill, O., has been incorporated with a capital of $10,000, to deal in lumber and building materials. The incorporators are Philip Leet, George W. Small, Albert Graf, Ernest H. Hammers and Arch H. Smith.

F. B. Pryor of the W. M. Ritter Lumber Company, reports a good demand for all grades of hardwoods, and the records of the company show quite an improvement over the corresponding period in 1911. The usual midseason slump is absent this year and business is running along steadily. There is an especially good demand for the lower grades of certain woods. Mr. Pryor says that car shortage is interfering with shipments. Collections are improving.

L. B. Schneider, manager of sales for John R. Gobey & Co., reports a good demand for all hardwoods with prices inclined to stiffen. Mr. Schneider is of the opinion that prices are bound to go higher from now on.

The General Lumber Company reports a good demand for all kinds of hardwoods from manufacturing establishments. Factories engaged in making implements, vehicles and automobiles are in the market for more stocks.

W. L. Whitacre of the W. L. Whitacre Company says trade in hardwoods is holding up extremely well and prices are stiff in every direction.

The Imperial Lumber Company reports a strong market in hardwoods with prices showing a tendency to advance.

Demand for wide sizes of poplar has improved considerably in this territory and stocks in that line, which accumulated for some time, are now being moved.

INDIANAPOLIS

F. M. Bachmann, hardwood manufacturer, and Mrs. Bachmann have returned from the Massachusetts Coast, where they spent the summer.

W. W. Knight of the Long-Knight Lumber Company, has returned from Minocqua, Wis., where he spent several weeks.

Scott P. Matthews recently returned from an extensive trip through Michigan.

C. S. Corse, formerly engaged in the hardwood business in this city, died in Chicago Aug. 28. He was fifty-seven years old.

The Turn Turtle Wagon Company has filed notice of dissolution with the Indiana secretary of state, preparatory to winding up its affairs.

J. V. Stimson, hardwood lumberman of Huntingburg, is a director and heavy stockholder in the reorganized Mais Motor Truck Company of this city which has been incorporated with an authorized capitalization of $1,000,000.

Showers Brothers of Bloomington have let contracts for an addition to their factory, to cost $210,000. The company's sawmill was destroyed by fire on Aug. 30, with a loss of $15,000 on which there was only $6,000 insurance.

Building permits issued in the city during August amounted to $788,670 as compared with $642,488 in August, 1911. For the first eight months of this year the aggregate permits were about $1,000,000 higher than for the corresponding period of last year.

The Indianapolis Trade Association, Sept. 17

to 19, will make a trade extension trip through central Illinois, visiting about thirty cities and towns. About twenty lumber concerns, including several hardwood companies, are members of the association.

MEMPHIS

The weather in this territory has been hot and dry during the past fortnight, and most of the mills have made very satisfactory progress in the production of hardwood lumber. There has not been enough rain to interfere with work in the woods and as a general proposition the statement may be ventured that the manufacturers of lumber are fairly well supplied with timber. Cutting of timber in the woods is becoming quite active and will be rapidly pushed between now and winter in order that a large enough stock of logs may be prepared to meet the requirements of the trade. There is a disposition on the part of lumber interests here to believe that there will be a good business this fall and winter, and preparations are being made accordingly.

The railroads are confronted with enormous volume of traffic and it is anticipated by lumber interests that the former will be in the market on a somewhat liberal scale for new equipment. The railroads have not been very heavy buyers of cars or other rolling stock since 1907. They would therefore be under the necessity of buying pretty freely even if a large volume of traffic were not promised. With crops so large and the general movement of traffic so heavy, it is regarded as practically certain that more orders will be placed for cars and other equipment during the next three or four months than during any similar period since the panic year.

A. W. Barrack, president of the East Arkansas Lumber Company, with headquarters at Paragould, has sold his interest in that firm to A. Treischman and has retired therefrom. Mr. Trieschman has been elected president. J. W. Treischman of Lake Providence, La., is vice-president and general manager. L. M. Hawkins, who has been general manager, will give his attention in future to the yard business.

Lumbermen here who own timber lands in Mississippi are very much pleased with the decision handed down by Chancellor Lyell, holding unconstitutional the law passed by the last Legislature, taxing all timber land holdings in excess of 1,000 acres, belonging to any individual, firm or corporation, twenty cents per acre. His decision was based largely upon the theory that the law is in the nature of class legislation. Practically every firm here owning timber lands in Mississippi has more than one thousand acres and the taxes thereon would have been quite a heavy burden. It is anticipated that this case will be appealed to the Supreme Court, but the decision is so clear cut and so forceful that it is believed it will not be changed by the higher body.

While the shortage of cars which is threatened has not yet become very acute, as far as Memphis proper is concerned, it may be noted that lumber shippers and shippers of every other commodity are anticipating that there will be serious congestion in the near future. There are already numerous complaints from points in Tennessee, Arkansas and Mississippi. This is particularly true with respect to non-competitive points. The railroads are slow in furnishing equipment and they are not moving loaded cars promptly. At Memphis where there are so many lines and where the competition is so keen the congestion has not affected shippers very much. However, it may be observed that the congestion may be expected to extend to points as big as Memphis. The railroads have increased their equipment to some extent during the past year, but they have followed their retrenchment policy so long that they are not in shape for handling anything in excess of normal traffic. The railroad commissions of the several states have taken up the matter with the railroads and have likewise urged shippers to load and unload cars as promptly as possible in order that congestion may be prevented.

The Lumbermen's Club of Memphis, which is composed of practically all of the leading lumbermen of this city and section, is preparing a complaint to be filed with the Interstate Commerce Commission in connection with inbound and outbound rates which have been found, upon checking, to be out of line and to put Memphis at a disadvantage with other competitive points. The bureau has only recently been organized but it was stipulated at the time that the movement was launched, looking to the establishment of such a bureau, that its principal function would be to check rates and to take steps to see that they were equalized in such manner as to insure shippers at Memphis that they would be on a competitive basis with Cairo, St. Louis and other points.

The Sterling Lumber Company, Pine Bluff, Ark., has been incorporated under the laws of that state. The capital stock is $10,000. J. H. Allen, W. J. Lockwood, and M. F. Rutherford are the incorporators.

Dispatches received here from Washington are to the effect that the Interstate Commerce Commission has suspended the proposed advance of from one to six cents per hundred pounds from points in the South to Canada. The advance was to have become effective Sept. 1, but has been held up until Dec. 30. An advance of one and one-third to two and one-half cents from transfer points on the Ohio river to Canadian destinations has also been held up. It is stated in the dispatches received here that this suspension affects practically every railroad of any importance in the South.

The branch plant of the Imperial Wheel Company, Pine Bluff, Ark., will begin operations within the next few days. A considerable supply of rough timber has already been delivered at the plant and will be fashioned into automobile and carriage spokes. The plant has been idle for some time.

Some of the members of the Business Men's Club have launched a movement looking to the consolidation of several business organizations here, including the Lumbermen's Club of Memphis. Those mentioned are the Memphis Lumbermen's Club, the Memphis Manufacturers' Association, and the Memphis Freight Bureau. All of the organizations which are interested in the consolidation have membership in the Business Men's Club. So far the subject has been discussed only in an indirect manner and no definite statement can be made as to the probable outcome. There is likelihood that the Memphis Lumbermen's Club, the Memphis Freight Bureau, and the Memphis Manufacturers' Association may join hands in the formation of a traffic bureau, but it is regarded as extremely doubtful if the Lumbermen's Club will consent to the loss of its identity. It has been one of the most active business bodies in this part of the country and has succeeded in accomplishing wonderful results for the lumber fraternity at this point. It has even figured in matters of national scope and is recognized as one of the most successful organizations of its kind in existence. As President Frank B. Robertson is out of the city at present, it is therefore impossible to secure any statement from him as to the probable attitude in connection with the proposed consolidation.

Owing to the fact that all of the assistant secretaries of the Memphis Builders' Exchange have yielded to the wiles of Dan Cupid and have therefore made it necessary for the management of this organization to furnish new assistant secretaries, the following resolutions have been adopted by that body:

"Know ye by these presents that the aforesaid cuss by the name of Daniel Cupid is herewith and forever ruled off, black-listed, barred, posted and forbidden to again have access to the floor or office of the Memphis Builders' Exchange.

"And whereas two perfectly satisfactory and very pretty assistant secretaries have succumbed to the wiles of the above mentioned rascal, D. Cupid, be it known that

"Any member who in the future shall give chocolates or any candy or any confection or taffy whatsoever to the assistant secretary of this Memphis Builders' Exchange on any two consecutive days shall be summarily ducked in Wolf river;

"And further be it understood that this Memphis Builders' Exchange is a strictly business organization sometimes, and not a matrimonial bureau."

NASHVILLE

Lumbermen in this territory are wondering just what proportions the threatened car shortage will assume, as already more or less complaint is being heard. The Tennessee State Railroad Commission has recently sent out a circular letter to shippers, urging their cooperation with the railroads to the end that equipment may be loaded and unloaded as soon as possible in order to prevent if possible the threatened shortage.

Members of the Nashville Lumbermen's Club have accepted another invitation to Camp Lively near McMinnville, which invitation was extended at a recent club meeting by Charles Morford. The time for this second trip is the last of September.

A former Nashville lumberman, A. H. Card, who is now with the Cumberland Valley Lumber Company of Cincinnati, O., was a visitor to Nashville last week.

A rather large timber deal has just been closed through Nashville agents by which 12,000 acres of timber and coal land in Franklin County have been sold to J. W. Gascho of Indiana. H. M. Templeton, who formerly owned the land, received in payment four big farms and notes aggregating $6,000. It is understood that Mr. Gascho will install several big mills on the tract to work up the timber. Considerable oak, hickory and poplar are on the property.

Ewing & Gilliland, who for years have been doing an extensive hardwood manufacturing business in this territory with mills at Nashville, will establish a plant at Clarksville, Tenn., where they have considerable hardwood stumpage. The main offices of the company will remain at Nashville although the company will operate yards at Clarksville in connection with its mill. The company has recently installed a new band mill with a daily capacity of 20,000 feet.

Fire of unknown origin destroyed the plant of The Lucas Land & Lumber Company near Paducah, Ky., on the night of Aug. 28, entailing a loss of between $40,000 and $50,000. It is understood the company will rebuild at once.

BRISTOL

O. H. Vial and associates are going forward with the development of a large tract of timber which they recently purchased near Waynesville, N. C. Mr. Vial was a visitor here last week and reports that things are moving along nicely. Work is going forward on the twenty-mile line of railroad and a large mill is to be built at Waynesville, where a twenty-acre site has been secured.

Buyers on the local market were more numerous last week than for some time. They left some large orders with local wholesalers and manufacturers and report that prospects are good for better business at an early date.

The Tyro River Development Company, recently organized at Lynchburg, Va., with a capital stock of $300,000, is going forward with plans for the construction of a large and modern

lumber plant in Nelson county, Virginia, where it has acquired a large area of hardwood timber land.

The J. A. Wilkinson Lumber Company reports business somewhat better and a brighter outlook for trade during the remainder of the year.

The Interstate Commerce Commission is expected to shortly render a decision in the case of the allied hardwood interests of Bristol against the Norfolk & Western, Southern & Virginia & Southwestern railways, involving the milling-in-transit charge in Bristol. Local lumbermen maintain that the rate charged here is excessive, and are seeking to get an order reducing it.

The Black Mountain Land Company has completed and put into operation its new mill at Bluff City, Tenn., eleven miles south of Bristol. The plant is now running full time and is stocked with logs.

The Peter-McCain Lumber Company is about ready to resume operation of its large band mill in this city, having purchased timber and built a new railroad farther back into the Holston mountains, twenty miles east of Bristol.

LOUISVILLE

The Louisville Hardwood Club was magnificently entertained at its meeting Sept. 3 at Nitta Yuma, the country home of P. G. Booker of the Booker-Cecil Company. Nitta Yuma, in addition to being an unusually beautiful place, has a reputation for the production of delicacies appealing to every palate, and this was more than sustained by the dinner prepared for the lumbermen. Mr. Booker made an ideal host, a feature of the evening being the introduction of his son, Harry Bingham Booker, seven months of age.

Local hardwood men have received notice of the decision of the Interstate Commerce Commission to suspend advances in rates on lumber from the South and Ohio river crossings to Canada until Dec. 30. The matter had been under consideration by the local members of the trade, no action having been taken regarding it. It is believed if the advances are not more than one or two cents a hundred and do not interfere with the present adjustment of rates, it would be unobjectionable, for the most part.

The Norman Lumber Company will install a soda-dipping plant at its mill at Holly Ridge, La. It will be used in handling its gum lumber.

C. C. Mengel & Bro. Company is continuing to run its mahogany mill day and night, and reports the demand heavy and prices advancing. Interior finish manufacturers are the leading buyers, with furniture makers also calling for supplies.

W. P. Brown, the retired head of the W. P. Brown & Sons Lumber Company, was in Louisville last week, looking hale and hearty. Mr. Brown is still keeping in touch with business, although no longer actively engaged in it.

Smith Milton of the Louisville Point Lumber Company, has returned from a ten-day tour of Indiana, Ohio and Kentucky, which he took in company with his wife.

Paducah lumbermen have begun aggressive work in the direction of having their rates changed, as they assert that they are out of line with other Ohio river cities. A traffic manager will be employed to handle the case.

ST. LOUIS

The report of the local building commissioner for August shows an increase of $40,432 in the estimated cost of buildings for which permits were issued in August of last year. With alterations, the total for August, 1912, is $1,671,951 as compared with $1,631,519 for August of last year.

According to the August report of the Merchants Exchange of St. Louis, the total number of cars received in St. Louis by rail during August this year was 18,114 cars as compared with 14,857 cars received during last August, an increase of 3,257 cars. There were 13,305 cars shipped by rail during the same period, as compared with 10,576 cars last year, an increase of 2,729 cars. There were no receipts or shipments by river.

The first meeting of the Lumbermen's Club of St. Louis, after the summer vacation, will take place at Sunset Inn, St. Louis county, on the afternoon and evening of Tuesday, Sept. 10. There will probably be no business transacted. The ladies will take part in the meeting and it promises to be a most enjoyable affair. The members and the ladies will go out to the inn early in the afternoon. Dinner will be served, and during the evening there will be music and other entertaining features.

E. W. Blumer, sales manager of the Lothman Cypress Company, is back from a business trip through the East. While absent he visited Pittsburgh, Philadelphia, Baltimore, New York, etc., and reports the cypress situation satisfactory in the cities he visited. He returned home with a nice bunch of orders to substantiate what he said. He states that orders are coming in nicely for cypress, and the question of price is not mentioned in the orders. Those buying are more interested in the quick shipment of their orders than in what they have to pay for them.

Business at the Chas. F. Luehrmann Hardwood Lumber Company is quite satisfactory, according to E. H. Luehrmann. Orders, he says, are coming in in good numbers. Prices are secondary consideration, but quick shipments are requested. The outlook for a good fall trade is most satisfactory.

S. L. Culler, who recently had charge of the Bunker-Culler Company's office at St. Louis, has gone to Bunker, where the headquarters of the selling department will hereafter be located.

Charles F. Querl, 72 years old, for more than fifty years connected with the lumber industry in St. Louis, recently died of heart disease at the home of his brother in Hollywood, Cal., where he was on a short visit. The body was brought to St. Louis for interment.

Mr. Querl began his career in the employ of Alexander Riddle and later with Bryan Brothers. He succeeded them in business and in 1868 became associated with A. H. Schnelle. A few years later he took over the entire business under the name of the Charles F. Querl Lumber Company.

MILWAUKEE

Two representatives of the United States Department of Agriculture, Earl H. Frothingham and W. B. Barnes of the Forest Service, have been in this state gathering data on Wisconsin hardwood, birch, etc., to be used for wood bulletins to be issued soon. While in this state, they visited Secretary R. S. Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association at Wausau.

T. Stephen Starr, for twenty years connected with the N. Ludington Company of Marinette, Wis., recently died at the Menominee River hospital from cancer of the stomach.

During a recent windstorm, which passed over the section of the state in the vicinity of Birchwood, the Ahnapee Veneer and Seating Company suffered a loss of $1,000 on its plant.

Aside from the many wood products produced in Sheboygan is a new line added to the products of the Sheboygan Box and Specialty Co., in shape of wooden shoes. This company now occupies the vacated Miller piano factory building on North Eighth street near the Eighth street bridge.

One of the largest rafts of logs ever brought into the bay at Washburn is one received by the Stearns Lumber Company from the Bad River region. It contains about 4,500,000 feet of logs.

The Kimberly-Clark Company of Menasha has closed negotiations with the United Logging Company of Escanaba by which the former concern gets possession of the holdings in the Watersmeet district. The United Logging Company also sold to the newly organized Beaver Timber Company, composed of the Menasha Woodenware Company and the Escanaba Manufacturing Company, the property on the Beaver branch.

The Phoenix Manufacturing Company, of Eau Claire, has received an order for an entire logging outfit from the Travaruaktiebolaget Kemi of Uleaborg, Finland, Russia. The outfit includes a big steam hauling engine, logging sleds, snowplows, road-making machines, automatic trip pockets, etc., making about four carloads and involving several thousand dollars. The Eau Claire Company has also received an order for a 100-horsepower steam log hauler from the T. D. Kellogg Lumber and Manufacturing Company of Antigo.

Following the purchase of the John R. Davis Lumber Company, Phillips, Wis., by the Kneeland-McClurg Lumber Company of Milwaukee, the last named concern has increased its capital stock from $50,000 to $1,400,000. The purchase of the Phillips concern involved the mills and other property including 56,000 acres of timberland. The new firm will manufacture about 50,000,000 feet of lumber a year.

The twenty-eighth annual camping and fishing trip of the well-known lumberman and senator, Isaac Stephenson, was made during the last four days of August. Thirty-two were in the party. The trip was made by boat, train, automobile and on foot, and extended to Wells, where an elaborate dinner was given at the I. Stephenson Company's big boarding house. The big lumber mills, chemical plant, charcoal and iron furnace and other plants of the Stephenson company were visited under the Senator's guidance.

According to State Forester Edward M. Griffith, the state board of forestry has just added 30,000 acres in Vilas and Oneida counties to the state forest reserve. The state now has 500,000 acres which at a conservative estimate is valued at $5,000,000. There are hundreds of small lakes in this region, sites on which the state leases as summer homes or hunting shacks, and many hundred miles of roads and trails have been constructed. In order to prevent forest fires, forest guards are constantly on duty. It is planned to establish a large game preserve to be stocked with elk, deer, moose, beaver, etc. After several years these animals will be allowed to scatter throughout the entire region under protection, but in order to allow them to propagate they will be kept on a 5,000 acre tract enclosed by a strong wire fence. This reserve is to become for Wisconsin what the Adirondacks are to New York.

The Hardwood Market

CHICAGO

The local hardwood trade is unusually good in volume, and transactions are being carried on at a very satisfactory range of values. A good many purchases are being made by railroad and other corporations. Stock of many varieties is very short, and jobbers are having difficulty in carrying on nearly as much

volume of business as they could were stocks available on a more liberal basis. Everything points to a prosperous local trade for fall, and it is anticipated lumber will be in more ample supply, and hence available later in the season.

Plain oak is especially short in this market and is demanding a high range of values.

NEW YORK

The local lumber market shows a considerable improvement, particularly in the wholesale branch. Prices on good hardwood lumber and on the better grades of lumber are very fair with an upward tendency. Available supplies at mill points are limited. These facts, plus the car shortage which is already imminent, assure a very firm fall market which will be pretty much in the hands of the seller. It is certainly no time to sacrifice stocks, particularly in the good grades, and manufacturers and wholesalers who are in possession of any amount of good lumber should secure full returns as against making any concessions.

The consuming trade is also picking up in some channels and while there is not the normal volume of consumption, neither is there a normal supply of lumber. Hence, such trade as is being enjoyed and will undoubtedly be forthcoming in the fall trade, should give satisfactory returns to the sellers of lumber.

BUFFALO

The hardwood trade has been a little stronger at some of the yards recently, but as a general thing it is not brisk. However, with the return of buyers from vacations, better conditions are looked for this month. Prices generally hold firm.

Much of the activity is in plain oak, and yards which have this stock have no difficulty in disposing of it. Firsts and seconds are getting very scarce. Some dealers report a fair demand for poplar, except in the wide stock which has been a slow mover for a long time at former prices. Low-grade holds very firm. Birch is in excellent demand, and maple sells well also. Ash and chestnut are in fairly active demand.

PHILADELPHIA

The July and August trading in the hardwood field, which generally is of a comparatively meager showing, has exceeded the usual reckoning, and there is strong indication of a magnified business in the fall. The wholesale consumer shows more zeal in buying and the railroads are in the market for a larger supply than for some time. If the volume of hardwood moved does not prove a record breaker, it is more owing to the inability to obtain the goods than to the lack of demand. The man who has not wisely filled his yard with desired stock for winter consumption, will beyond a doubt have a hard row to hoe in the near future, as he will not only have the depleted pile at the mill to contend with, but an inconvenient car shortage also.

Although there is no important change in the respective positions of the hardwoods during the last fortnight, it is generally stated that in all standard woods there is a shortage, and the low grades are practically cleaned up. Chestnut is showing new life, sound wormy chestnut moves forward; ash is gaining; poplar holds steady; cypress finds a regular market, and beech and birch are strong. Oak keeps the front rank, and quartered oak is moving up. Prices all along the line are well sustained.

PITTSBURGH

The time has come when purchasing agents, especially of good hardwood using plants, are not hesitating to pay the prices asked for first-class dry lumber. Available stocks in sight are so low that they realize in order to keep up their plants they must get their orders in early. Shed stocks are also being bought more freely by the yards as considerable late summer and fall building is starting. Inquiries from the railroads are heavy. The railroads have bought more lumber the past few months than they have in any similar period for five years. White oak people have shared very largely in this trade. Throughout the hardwood list there is a very firm tendency in prices, and likewise a very healthy tone in the market. The worst that is feared for the market this fall is that it will be impossible to get shipments with anything like promptness when the fall crop movement begins.

BOSTON

There has been a firmer tone in the market for hardwood lumber since the first of the month. Buyers are home from their vacations and are showing more interest in the market as the fall demand is starting up. All reports from manufacturers of hardwood lumber show that stocks of dry lumber of good grades are not large and most holders are firmer in their views than they have been for months. Stocks in the hands of retail merchants are not large. Many of the retailers, instead of buying right along, have held off using their stock on hand until now when they often find themselves short of the proper stock. Dealers state that the car shortage is beginning to make itself felt now. Buyers are being urged to place orders for prompt shipment.

The market for plain oak is very firm and offerings are small. Buyers have been willing to pay top asking prices where they are sure that they are getting the quality they pay for. Quartered oak has been selling in larger lots and prices are well held. Stocks are not large. Of late there has been a rather light call for chestnut in this market, and elm has been selling slowly. Brown ash has attracted but a small volume of new business.

BALTIMORE

While no marked change is reported in the hardwood trade, the situation is favorable. Such gains as had been made are retained, and the movement of stocks continues sufficiently active to take up the lumber turned out by the mills. The mills appear to be increasing their output but all troublesome accumulations are being avoided, and there is no sagging in the quotations. The trend of values continues upward, though no really decided advances have been recorded in the last two weeks. Hardwood men here state that orders are coming in with considerable freedom and that they are able to show increases in the volume of their business. There is every indication also that the movement will keep up. All hardwoods are in demand, and the stocks in the yards are by no means excessive. Apparently the needs of consumers have exceeded the expectations of the yards, the latter being drawn away from their policy of conservation and induced to let out.

Perhaps the most uncertain factor is the export trade. Some of the exporters are getting advices from Liverpool that heavy shipments of oak planks have resulted in pressure upon prices there, these advices being accompanied by warnings that unless there is a curtailment of forwardings, a material decline may be expected. Other foreign markets, however, appear to show a touch of firmness, the quotations being well sustained and the receipts finding prompt distribution. The indications are that the foreign receipts will be able to absorb all the lumber forwarded. One troublesome development is the upward tendency of freight rates. Exporters have been unable to make contracts for the next season on a satisfactory basis and are entering into any temporary arrangement possible. This keeps the trade in a state of uncertainty and may interfere with the movement. Much encouragement is found by exporters in the slow but steady improvement in the domestic situation. With the demand at home growing constantly, there will be less lumber available for export and any prospect of congestion on the other side of the Atlantic will be dissipated.

COLUMBUS

The demand for all varieties and grades of hardwoods in central Ohio has been strong during the past fortnight. The volume of business transacted has been good and decidedly larger than usual for this time of the year. The movement is somewhat interfered with by the car shortage, which is expected to grow worse as the season advances.

One of the best features of the trade is the good demand for the lower grades, especially chestnut and oak. There has been no accumulation of stocks in any grade and in most sections there is a scarcity in dry stocks. The tone of the market is satisfactory in every respect and every change in quotations has been toward higher levels. Prices are ruling firm in every particular and lumbermen are united in the opinion that prices will go higher without exception. Building operations are still active and this affords a market for considerable hardwoods. Trade in yards is good and the retailer is still following the plan of buying only in small quantities, which keeps his stocks at a low point. Factories are buying better now and in larger lots. There is considerable prosperity shown in the implement, vehicle and furniture manufacturing lines.

Oak is good in every respect and there is a better demand for quartered. Red and white plain oak is moving well and prices are strong. Poplar is also strong and there is a good demand for the wide sizes. Chestnut is one of the strongest points in the market. Ash is moving better and other hardwoods are unchanged.

INDIANAPOLIS

There has been a good hardwood trade in Indianapolis and vicinity during the last two weeks. Prices continue steady and the demand is quite brisk. It is reported that dealers are taking advantage of an opportunity to replenish their stocks before the expected car shortage begins.

The automobile manufacturers during the 1912 season had the best business in their history, and are planning to build a largely increased number of cars during the season just starting. This fact and the healthy condition of other industries using hardwoods give hardwood manufacturers and dealers considerable encouragement.

TOLEDO

The demand is entirely ahead of the normal for this season of the year, and prices are higher than they have been for years past. No materials are dragging on the market. Toledo is in the midst of the heaviest building operations ever known in its history, and the class of the buildings being erected are of a high order. The heavy local demand as well as that from the immediate out-lying territory has cut down supplies very materially and local stocks are extremely low. Dealers have been able to supply all demands but stocks in the Toledo yards are very low. Despite this fact, however, buying is light as local dealers are loathe to tie up their money in heavy stocks, especially at the present high prices. Many have decided to

maintain a hand-to-mouth policy until they are compelled to purchase or until prices go down.

Red and white plain oak in the better grades is in great demand at very firm prices. Quartered oak is being quoted at about $80 and is in heavy demand. Red gum, since the recent advance, is quoted at the highest price ever reached in Toledo. The demand from furniture factories has strengthened greatly within the past few weeks. Local planing mills are running full time and up to capacity.

NASHVILLE

Demand for hardwoods is very good, being above the average for the past two weeks. In fact, Nashville lumbermen claim that the volume of business for August is far in excess of the business transacted during the same month in many years. This is due in a measure to the fact that stocks had been reduced by reason of the long rainy spell in June and July and when the roads began to dry out, the lumber in the woods began to move to shipping points. Stocks are still rather low, but few orders have to be returned for lack of stock, as the larger firms always carry good assortments in their yards.

Ash has been in better demand for the past two weeks. A good demand is also reported for plain oak, while a rather heavy trade is noted on quartered oak. Sound wormy chestnut and poplar are moving readily while hickory is a little quiet. Taken as a whole the lumber market is in good shape and dealers are looking for still bigger business.

LOUISVILLE

Business during the past two weeks has been excellent, and hardwood men are entering the fall with more optimistic expressions as to the trade outlook than they have used for a long while. In fact, it is freely stated that business is better than it has been since the panic. The demand for lumber is present, and that shows that there is a solid foundation on which to build. Southern mills have not been producing during the summer, reports from the flooded district indicating that plants which were put out of commission in the spring have not resumed, for the most part. Thus, if fall trade develops as it is expected to do, the chances favor a shortage of lumber in some cases and a shortage of cars with which to move it, in others. These are two factors which must be taken into account, and while there are some lumbermen who would prefer to continue doing business under comfortable conditions at present prices, the facts of the situation seem to justify the prediction that prices are due to rise.

Quartered oak, which has been regarded as plentiful, is no longer in excessive supply, and some grades are getting scarce. Large handlers of the commodity say that they are getting short on certain items. Plain oak is no more plentiful than it has been, and poplar is holding its own as to demand, all grades moving well, but the extremes, No. 3 common and firsts and seconds, moving best. Chestnut and ash are selling well, cottonwood and gum are active and mahogany is booming. Trade in all lines is satisfactory.

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BRISTOL

Bristol lumbermen report that trade has slightly improved this month and indications are that business will continue to grow better during the fall months. All mills are busy and the lumbermen in this section are going ahead with operations. There is still a slight scarcity of hardwood stocks, and some of the mills are over-sold. Recent shipments have been of a larger volume.

ST. LOUIS

As the season advances the demand for hardwood is becoming better and there is now quite a good call. With the demand increasing, there is naturally a better movement of stock from the local yards and there is also quite a degree of activity being shown in hurrying in shipments from the South, the dealers fearing a serious car shortage. The mills are helping as much as they possibly can and are getting out orders and shipping them as fast as they can. The local prospects for fall business are quite satisfactory and it looks at the present time as if there will be an unusually good demand for hardwood lumber, owing to the increase in building operations.

The principal demand now is for plain oak. There is also quite a good call for quartered white and red oak. Red and sap gum, especially the former, are in good request and the same conditions hold good for thick ash, wide poplar and cottonwood. St. Louis handlers of cypress report a steady call for this item with some nice sized orders being booked. They are looking for plenty of business later on. The sash and door trade is fairly good and the prospects quite bright. Special work continues active and estimators are hard at work. Quick delivery is being asked in most cases where orders are placed.

MILWAUKEE

Fears of a possible car shortage this fall, as a result of the bumper crops which are being harvested in the Northwest, have aroused retailers to the fact that now is the time to order their lumber stocks. Wholesalers say that demand from the yards is growing steadily with the possible car shortage and the favorable fall building prospects as leading factors.

General business is taking on new life as a result of the crop outlook and this is being reflected on the lumber trade. There seems to be no doubt but that the regular fall revival has struck the hardwood market. Business is especially brisk in all lower grade stuff, due to the shortage in upper grades. The sash and door factories are buying well and are in the market for birch, maple and plain and quartered oak. Birch stocks are especially light with first and second stuff holding firm. Basswood is moving well. Building operations are remarkably active.

LIVERPOOL

Business has been rather quiet during the past week, but prices have kept wonderfully firm. This increase in values, however, barely covers the increased cost of freight. The margin of profit on stocks already in stock at Liverpool has been very poor for some months past.

The mahogany position is very firm and stocks sold at the last sales have been cleared almost entirely. The advice to buyers on the American side of the Atlantic is to keep their stocks well in advance of their requirements. A few shipments of round ash logs have come forward and have sold well at firm prices. There is practically no stock now at any of the brokers' yards and every shipment is going promptly into consumption.

Round hickory logs are again exceedingly firm and practically every available log is wanted by consumers here. A few panels have been yarded, but this was done because buyers here would not face the high prices shippers were demanding. Shippers are wise in taking a firm attitude as the prices in the coming autumn will be exceedingly strong. Birch logs have been imported fairly freely and have sold very well, as also have canary whitewood logs (poplar). The cheaper stocks of lumber have been in much inquiry and some large orders for sap gum stocks, especially for wide widths, are being placed before brokers. Holders of stocks on your side in 5/8" and 1" should be able to obtain good orders just at the present time at fairly remunerative prices. In fact, there is quite a strong advance in all the cheaper kinds of hardwoods, caused by the necessity of finding cheaper woods owing to the advances in lumber values.

GLASGOW

Conditions in this market have been improving very slowly since the holidays. Prices have been firm until now when oak boards and planks are easing. Two steamers have arrived within three days of one another from Baltimore and Newport News, each containing the usual large assortment of American hardwoods, particularly oak boards and planks, a large part of which are on consignment. It has been pointed out before that if consignments were in moderate compass, the market would respond to the increased prices being asked. However, consignments have been made indiscriminately, much to the detriment of both shippers and brokers. Buyers are being pressed to go to the quay to examine the oak, and being fully aware of the easing of prices are taking full advantage of the fact. Quite a number of inquiries are in the market for prime quartered oak boards but buyers seem to be disinclined to place orders owing to the high prices being demanded by shippers. The high rate of freight is causing much difficulty, and there is no doubt that the freight question is affecting the whole market and causing prices to fluctuate considerably.

There is a good demand for genuine black walnut, but the logs which have arrived here from the States recently are of rather poor quality and of small dimensions. Buyers, of course, do not want such stock, preferring the larger sized logs for practical purposes.

Honduras mahogany is being inquired for but the prices asked are too high and as a result buyers are compelled to turn to lower grade wood such as African and Gaboon.

The demand for Louisiana red cypress is good and buyers are finding it very difficult to get shipments forward. Prices on this commodity are advancing.

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Advertisements will be inserted in this section at the following rates:

For one insertion.....20c a line
For two insertions.....35c a line
For three insertions.....50c a line
For four insertions.....60c a line

Eight words of ordinary length make one line. Heading counts as two lines.
No display except the headings can be admitted.

Remittances to accompany the order. No extra charges for copies of paper containing the advertisement.

EMPLOYES WANTED

WANTED

Salesmen on our New Census publications. Splendid opportunity. Men making $50 to $75 per week. RAND, McNALLY & CO., Dept. B., Chicago, Ill.

IF YOU WANT

competent employes in any department of the hardwood business, there is no better way of securing them than by employing the Classified Advertisements section of HARDWOOD RECORD, which reaches woodsmen, sawmill men and salesmen in all parts of the country.

EMPLOYMENT WANTED

SUPERINTENDENT

of wooden toy and novelty factory wishes to make a change. Will only consider responsible position. Will furnish best reference. Address "BOX 90," care HARDWOOD RECORD.

EMPLOYMENT WANTED

for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

WAGON STOCK WANTED

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

TIMBER ESTIMATING

TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.
THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
Knoxville, Tenn.

LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

TIMBER LANDS FOR SALE

ARE YOU INTERESTED IN GUM

and Red Oak?

I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

A BARGAIN

Our estimates show that we have in a solid body about 150,000,000 feet of hardwood timber. 50% White Oak, 25% Red Oak, 15% Red Gum, 10% Ash and Elm.

Reliable and responsible parties offer to contract and deliver logs from the same to mill to be located in Arkansas City, Ark., for $5 per thousand feet. Timber commences one mile from Arkansas City. Lowest freight rates can be secured by railroad on account of Mississippi River competition, making freights $1 to $1.50 cheaper than from interior location.

No overflow on land. Land drained so that logging can be carried on the year around.

We offer this timber for sale in a solid body, or will divide, at a price that is profitable.

Full particulars furnished. Apply to the owner, JOHN C. SPRY,
1230 Corn Exchange Bank Bldg., Chicago, Ill

LUMBER FOR SALE

FOR SALE

4 cars 4/4 1st & 2nd Red Gum 12' long.
5 cars 4/4 1st & 2nd Sap Gum 12' long.
F. O. B. cars Drew, Miss.
1 car 7/4 No. 1 common Red Oak.
F. O. B. cars Frankfort, Ky.
1 car 6/4 No. 1 common & Better Hard Maple.
F. O. B. cars Cleveland, O.
THE FRANK SPANGLER CO., Toledo, O.

BUILT UP WOODS. LET US QUOTE YOU

WISCONSIN CHAIR CO., Port Washington, Wis.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.
INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

LUMBER WANTED

CANADIAN COMMISSION

Lumber traveler wishes to get lists from manufacturers who are in a position to fill orders. Address "BOX 92," care HARDWOOD RECORD.

WANTED

Three to four cars Hard Maple 5/4", 6/4", 8/4", 10/4", 12/4", 14/4" and 16/4" log run stock, M. C. out. Also Maple Squares 4", 5" and 6" in No. 1 common and better grade. All lumber must be at least shipping dry. Inspection and cash on loading same.
HAWTHORNE LBR. & SUPPLY CO.,
Hawthorne, N. J.

TIES WANTED

6"x8"—8' Oak and Chestnut.
P. J. CANNON, Columbus, O.

WANTED—FOR CASH—MILL INSPECTION

1, 1½, 2½, 3½, 4 and 4½" Ash, 2, 2½, 3 and 4" Hickory. All grades, green or dry.
C. C. SHAFER, South Bend, Ind.

WANTED TO BUY

3"x5"—5' Oak Mine Ties.
P. K. CANNON, Columbus, Ohio.

WANTED TO BUY

All kinds of hardwood lumber, 1" & thicker; especially interested in 4/4 & 5/4 Plain Red Oak & Birch. Want a few cars of 9" & wider 4/4 & 5/4 Oak and Birch No. 1 Com. Quote lowest price delivered f. o. b. Cairo, rate of freight. Address "BOX 80," care HARDWOOD RECORD.

BUSINESS OPPORTUNITIES

PERSONS HAVING HEAVY TIMBER

or sunken logs to float write H. G. CADY, 508 So. 5th St., St. Louis, Mo.

ATTENTION OF TIMBER HOLDERS

A large lumber consuming plant using Oak, Poplar, Chestnut and Ash with ample financial resources will associate itself with you in the development of your holdings. Address "BOX 86," care HARDWOOD RECORD.

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address "BOX 72," care HARDWOOD RECORD.

FOR SALE—BAND MILL AND TIMBER

Biggest bargain on the market, 8 ft. Filer & Stowell Band Mill complete in every detail, with Planing Mill, Railroad and Logging Equipment; 40,000,000 ft. fine hardwood stumpage and as much more to be had. Quick buyers can have it at one-third original cost. No commission or middlemen. Write for particulars.
SAVANNAH VALLEY LUMBER CO. (Owners),
Augusta, Ga.

MACHINERY FOR SALE

FOR SALE

6 foot band mill, carriage, edger, trimmer, filing room equipment, 2 boilers, engine, etc., complete.
1—18 ton 42" gauge Shay locomotive.
12—Skeleton logging cars, 42" gauge.
2—24 ft. flat cars, 42" gauge.
All the above in first-class condition.
THE PRENDERGAST COMPANY, Marion, O.

FOR SALE

150 H. P. 17"x42" Brown engine, 14 ft. fly wheel, 25" face, estimated weight 21,500 lbs. Cost $2,000.00 complete with 24" belt. Price $600.00.

150 H. P. 16x20 Straight line Woodbury engine, center crank. Two 80" fly wheels, 15" face. Cost $1,500.00 complete with two belts. Estimated weight 18,800 lbs. Price $500.00

We have for immediate sale the two engines described, in good condition and ready for immediate service.

THE STUDEBAKER CORPORATION.
Purchase Department,
South Bend, Indiana.

MISCELLANEOUS

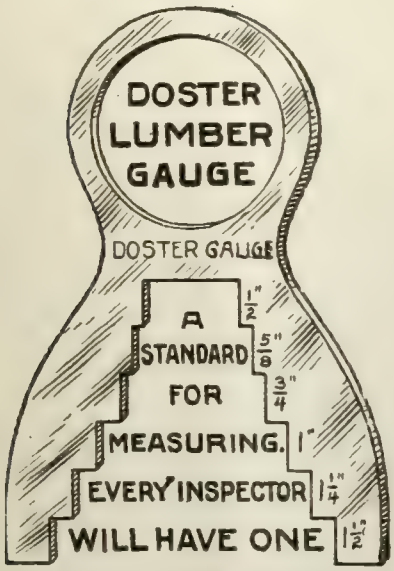
OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you. Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg., Chicago.



For sale by HARDWOOD RECORD,
537 S. Dearborn St., Chicago, Ill.
50 CENTS EACH.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



CHICAGO

FRED D. SMITH
HARDWOOD LUMBER
1337-1343 North Branch St. CHICAGO

E. H. KLANN
Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
819 FISHER BLDG. CENT. 3825

Oak Timber and Plank, Paving Blocks, Poste and Yellow Pine

W. B. CRANE AND COMPANY
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
CHICAGO
Long Distance Phones: CANAL 3190-3191
Office, Yards and Planing Mill: 22nd, Sangamon and Morgan Sts. Mill at Falcon, Miss

Telephone Canal 1688

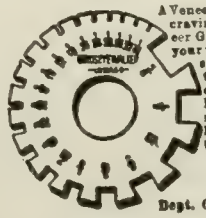
CHAS. DARLING & CO.
HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co. 2204 S. Laflin St.
HARDWOODS

Printers to the Lumber Trade

We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.

SAUL BROS.
626 Federal St., Chicago



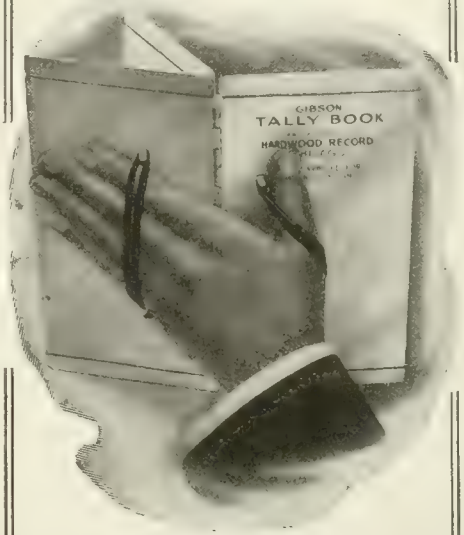
A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to 5/8-inch INCLUSIVE. Wake up to this opportunity. Price only $1.98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 88.

Dept. C **WALKER BIRD'S EYE**
CHICAGO

99% Pure SILICA
OR SILEX FOR WOOD FILLERS
UNIFORMLY GROUND
SEND FOR SAMPLE
TAMMS SILICA CO., 19 So. 5th Ave., Chicago

Gerlach Modern Machines
Produce the Cheapest and Best
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

GIBSON TALLY BOOK



This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¾ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

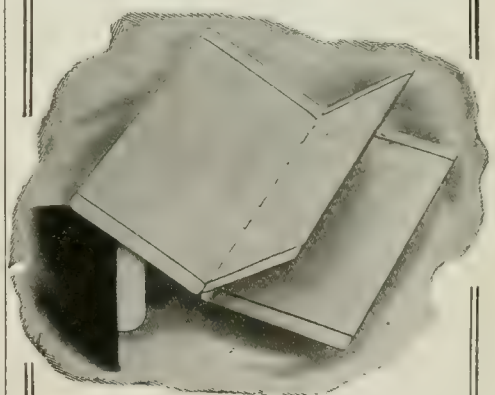
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

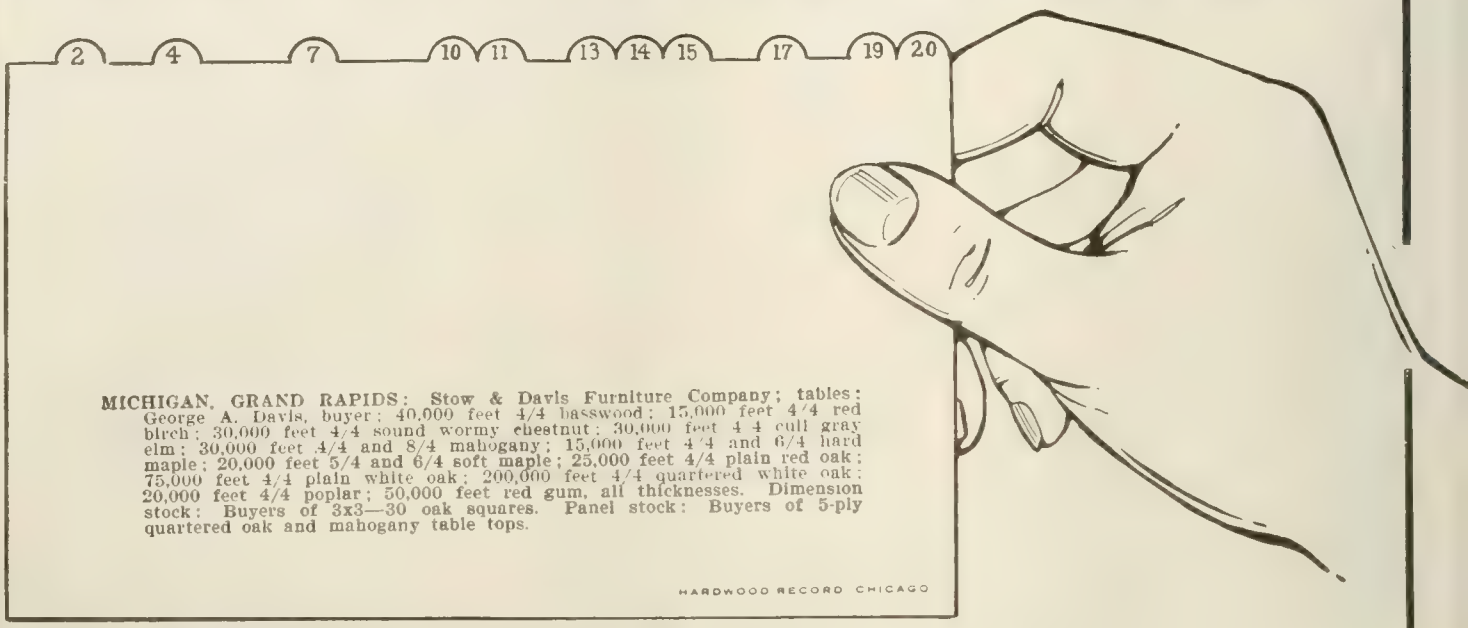
Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record
537 S. Dearborn St., CHICAGO

Doesn't It Look Good To You?



Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.

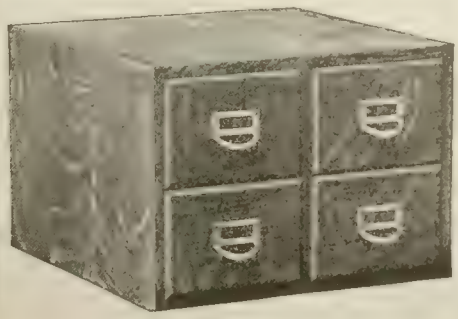


Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including Dogwood, Holly, Locust, Persimmon, Sycamore.
8	Cottonwood		
9	Cypress		
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

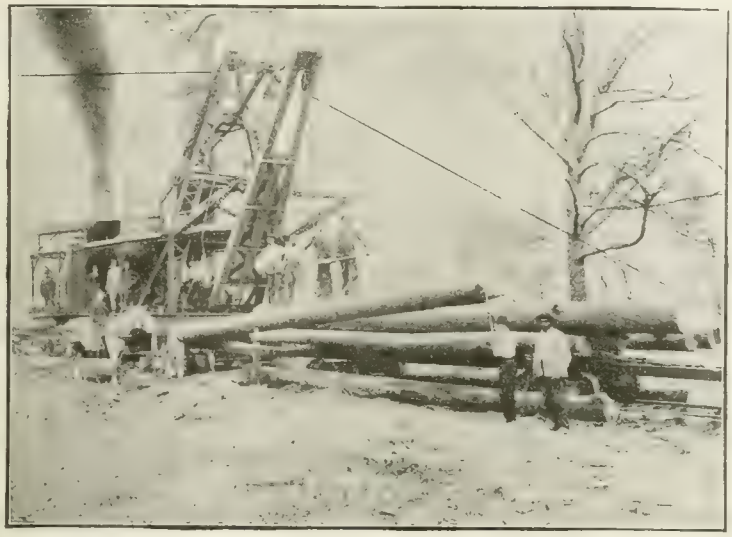
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



THE RUSSEL COMBINED SKIDDER AND LOADER IN OPERATION

Russel Logging Cars are built to stand severe service, of any capacity desired or to suit any length of log.

Logging Economy
will interest you

The most convincing proof of any machine's efficiency, next to a personal trial, is the expression of those who have used them.

We shall be pleased to furnish you with the proofs or the names of the operators who will be glad to show you the machines in operation.

The Russel Combined Skidder and Loader has demonstrated itself to be superior in design and construction. The great decrease in cost and increased efficiency of logging is bound to appeal to the operators.

Russel Wheel & Foundry Co., Detroit, Mich.



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

CLYDE IRON WORKS
DULUTH, MINN.

BRANCHES:

50 Church Street, New York
1718 Fisher Building, Chicago
1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.



IT'S CROSS CUT SAW TIME

Place Your Orders Now Delivery When Ready

In these days of fierce competition—prices low—cost high—you've got to watch expenses if you expect to make money. Is this right?

One way to do this is to buy Saws which will increase your output and decrease the cost of upkeep. Have you tried ours?

ATKINS SILVER STEEL SAWS

SILVER STEEL is as fine as the steel which is used in high-class razors. It cuts faster, because it receives a sharper cutting edge. It holds its edge because it is very tough and hard but not brittle. That's one way they save.

SEGMENT GROUND An exclusive process whereby the blades are ground thinnest on the center of the back. The blade clears itself and requires but little set. Makes them run free and easy and cut very fast

Big operators tell us that they can cut 25% more timber with less cost for refitting. We believe their statements are correct.

Whether you need **Band Saws, Circular Saws, Cross-cut Saws,** or a Perfect Saw for Any Purpose specify ATKINS SILVER STEEL from your regular source. See that our name is plainly marked upon the blade. Then it's genuine. If you cannot get the Saws you want in this way, write to the nearest address below.

TRY ATKINS MACHINE KNIVES

BUY ATKINS SAW FITTING TOOLS

General Agents Covel Filing Room Machinery, Exclusive Agents Gebott's Brazine

E. C. ATKINS & CO., Inc., THE SILVER STEEL SAW PEOPLE **Home Office and Factory, INDIANAPOLIS, IND.**

Branches Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Vancouver, B. C. Canadian Factory: Hamilton, Ont.

Westinghouse Service for Wood-Working Machine Users

THE Westinghouse Electric & Manufacturing Company is vitally interested in having all users of wood-working machines, driven by Westinghouse motors, obtain from them the greatest possible production and consequently the lowest cost per unit.

Individual motor driven machines properly applied, and used in accordance with the purpose of their design, do show a large increase in production and a finer quality of work as compared with machines driven by other means. If you are not obtaining such results, your machines can be arranged to obtain them, and we shall be glad to co-operate with you to this end.

The Westinghouse Company maintains a corps of experts who are thoroughly familiar with the results that should be obtained from motor driven machines, and their services are at your disposal. Therefore if you desire to have existing equipments investigated, or if you wish to know the possibilities that may be realized from machines which are not now motor driven, we shall be glad to make the investigations for you.

This is part of the service which the Westinghouse Company renders its customers.

Address Correspondence to Department 3

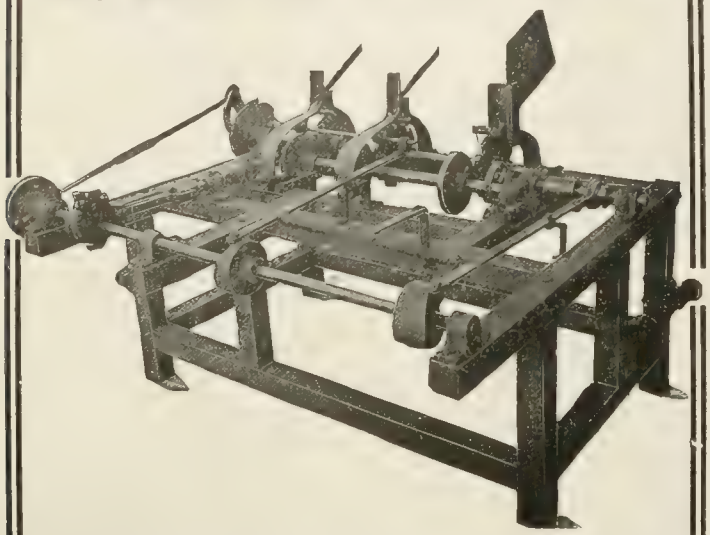
Westinghouse Electric & Manufacturing Co.

East Pittsburgh, Pa.

Sales Offices in 45 American cities

Broom Handle

CHUCKING AND BORING MACHINE



It rounds end of handle and bores small hole in other end automatically at same time. Capacity, 45,000 handles in ten hours. All the operator has to do is to keep the handles fed to the machine. Used by the largest producers. Write for details and price.

CADILLAC MACHINE CO.

Makers of Handle Makers Tools. CADILLAC, MICHIGAN

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES



Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

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AIR DRILL AND AIR TOOL

HOSE

STEAM
WATER
SUCTION

EXTRA QUALITY



Recommended for hard service and guaranteed to do the work

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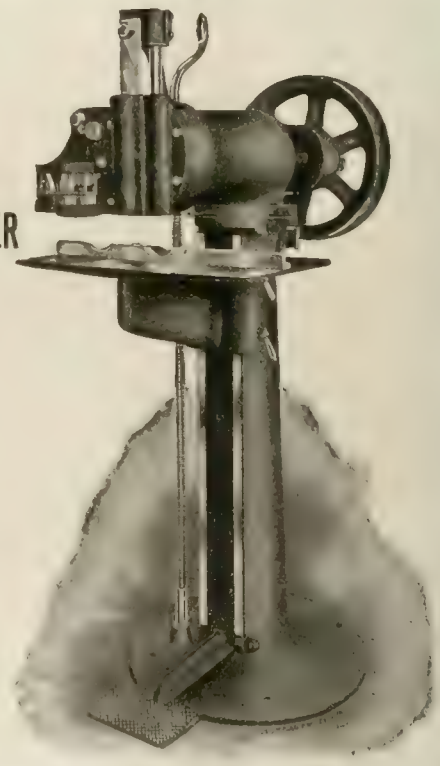
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307 W. Randolph Street, CHICAGO
ESTABLISHED 1882

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



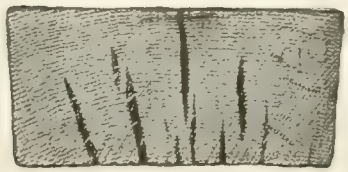
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Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

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WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

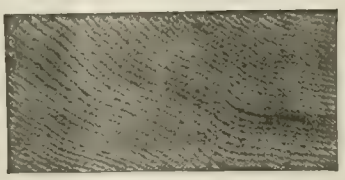
If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

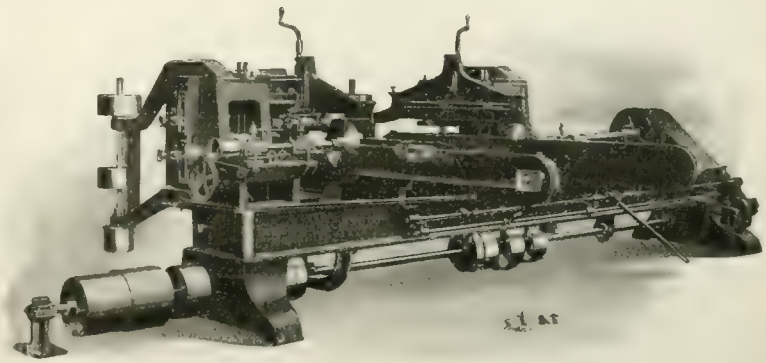
For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.



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Woodworking Machinery

IMPROVED DOUBLE-END TENONER



This **Heavy Tenoner** is intended for **Heavy Work** and **Hard Woods**, and is especially well adapted for **Interior Finish.** The cut shows a machine that will work as short as 4⅝", as long as 120"x48" wide and 4½" thick, and was made for G. W. Smith & Co. of Philadelphia.

Special Circulars on Application

H. B. Smith Machine Co.
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BRANCHES:
New York Chicago Atlanta San Francisco

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FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

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Basswood Siding, Ceiling, and Moulding

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Manufacturers of

BIRCH
BASSWOOD
ELM
MAPLE

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SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M.

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Stock listed below is all one year dry and choice. Will make low prices until it is moved.

Can ship mixed cars

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24000	6/4	Plain Red Oak 1s & 2s.	70000	4/4	Cottonwood 1s & 2s.
28000	8/4	Plain Red Oak 1 Com. & Better.	110000	4/4	Cottonwood 1 Com.
			20000	8/4	Cottonwood Log Run.
72000	4/4	Pl. White Oak 1s & 2s.	112000	4/4	Cypress Shop & Better.
143000	4/4	Pl. White Oak 1 Com.	26000	5/4	Cypress Shop & Better
47000	5/4	Pl. White Oak 1 Com. & Better.	48000	6/4	Cypress Shop & Better.
			31000	8/4	Cypress Shop & Better.
28000	4/4	Qtd. White Oak 1s & 2s.	26000	4/4	Gum 1s & 2s Red.
47000	4/4	Qtd. White Oak 1 Com.	27000	4/4	Gum 1s & 2s Sap.
12000	8/4	White Ash 1s & 2s.	25000	4/4	Gum Boxboards 13"-17".
13000	10/4	White Ash 1s & 2s.	38000	5/4	Gum Log Run.
			20000	6/4	Gum Log Run

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MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in 3/8, 5/8 and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

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TIMBER LANDS

3,600 Acres, Clay County, North Carolina

THE CHOICEST SMALL TRACT IN THE SOUTH

Virgin Oak, Poplar and Chestnut. Title perfect. Ten miles from railroad. Near Murphy Branch of Southern.

VERY REASONABLE PRICE IF TAKEN QUICKLY

THOMAS FORMAN COMPANY

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CHESTNUT DOOR STOCK VENEERS

WE make a specialty of rotary cut Chestnut Door Stock Veneers for one, two, three and five panel doors, and are prepared at all times to fill orders promptly. We make it a point never to substitute brown ash when chestnut is ordered.

¶ We also manufacture door stock veneers in Red and White Oak, Poplar Cross-banding, Drawer Bottoms and special dimension Poplar, White Oak Veneers for furniture and piano makers, and other rotary cut products in Chestnut, Poplar, Red and White Oak not listed above.

¶ For prices and other information write to

RADFORD PORTSMOUTH VENEER CO., Radford, Virginia

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, · TENNESSEE

KENTUCKY VENEER WORKS

ROTARY CUT
GUM, POPLAR, OAK

SAWED AND SLICED
QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

We Have Doubled Our Business and Capacity in the Last Year

There Must Be a Reason for It

Let us have your inquiries when in the market for the following woods:

MAHOGANY	YELLOW POPLAR
CIRCASSIAN	PINE
CURLY BIRCH	R.C. Red & Wh. Oak
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General Offices, KANSAS CITY, MO.

Hoffman Brothers Company

Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

Walnut Cherry Ash Maple

Let us send you Stock List FORT WAYNE, IND.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL FACTORY AND MAIN OFFICE

MELLEN VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM — OAK — BIRCH
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CURLY BIRCH — BIRD'S-EYE MAPLE

SPECIALTIES:

DRAWER BOTTOMS — BACK PANELS — CENTER STOCK
BACKING — PIANO PIN BLOCKS — BIRCH DOOR STOCK
CURLY BIRCH — BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

VENEERS AND PANELS

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. ***Wausau, Wis.***

Have you figured the exact cost of making

VENEERED PANELS

In two, three, and five ply?

If you have, compare your figures with the prices that our special panel making equipment enables us to quote you, and you will find a good margin of saving in your favor.

Add to this the fact that by using the very best materials and workmanship we secure built-up panels which will not come to pieces after being set in furniture.

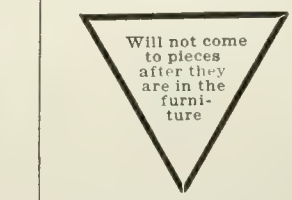
We supply panels in Quarter-sliced Oak, Quarter-sawed Oak, Figured Mahogany, Plain Mahogany, Red Birch, Gum, Basswood, Yellow Pine, Oak, Ash, Maple and Elm.

Special equipment and expert handling tell the story.

Unless you have so large a plant that you can afford to carry an equipment like ours, you cannot expect to get your cost down anywhere near our prices.

Prompt shipment is our motto.

Veneer Panel making is our specialty, and we claim that the panels we make are cheaper in the long run for they



Do you see the point?

THE GORHAM BROS. CO., Mt. Pleasant, Mich.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

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INDIANA

WHERE THE BEST HARDWOODS GROW

ANY WOOD
ANY THICKNESS

MANUFACTURERS
OF
VENEERS

Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

QUALITY AND PROMPT SHIPMENT
Place your orders with us and get Satisfaction and Service.

Same Attention to Small Orders as Large
WRITE US

Adams & Raymond Veneer Co.
Established 1867
Indianapolis, Ind. **U. S. A.**

WE WANT YOUR ORDERS
YOU WANT OUR VENEERS

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

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Fort Wayne, Indiana

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HARDWOOD LUMBER
Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

ESTABLISHED SINCE 1880

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WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

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YARD TRADE A SPECIALTY

A FEW ITEMS OF DRY STOCK

We Want to Move

2 cars 4/4 1st & 2nds Cypress.
2 cars 4/4 select Cypress.
4 cars 4/4 No. 1 Shop Cypress.
1 car 2" 1sts & 2nds Cypress.
1 car 2" Select Cypress.
1 car 4/4 1sts & 2nds Cottonwood.
5 cars 8" mixed oak Crossing Plank.
10 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Ash.
1 car 2" 1sts & 2nds Ash.
2 cars 4/4 18" & wider Panel Cottonwood.
8/4 to 16/4 No. 1 Common and better Plain Red and White Oak.

BAKER-MATTHEWS MFG. CO.
SIKESTON, MO.
WRITE US FOR PRICES

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WE announce the completion of our new 50,000 feet capacity Band Mill at Decatur. This makes three band mills we are now operating, with a daily output of 120,000 feet.

Our timber is exclusively the finest Tennessee River Valley stock, which is second to none in softness, texture and color.

Our lumber is carefully manufactured, carefully graded and will please.

Let us put you on our mailing list for Monthly Stock and Price Lists.

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DECATUR, THE HHH BRAND ALABAMA

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Specialists Red Gum

Mills at Morehouse, Mo.
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WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

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ELM: NO. 2 AND BETTER, 4/4 to 12/4
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WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

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Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

WE OFFER BIRCH AND MAPLE

COMPLETE STOCK
4/4" & up No. 2 & better Hard Maple
COMPLETE STOCK
4/4" & up No. 1 & Better Wis. Birch
Guaranteed to average 8" wide
Runs 40%—45% 14' & 16' lengths

Oelhafen Lumber Company, Tomahawk, Wis.

GET OUR PRICES ON

1 car 1" No. 1 Common & Btr. Red Birch.
10 cars 1" No. 2 Common & Btr. Plain Birch.
5 cars 1" No. 1 and No. 2 Common Plain Birch.
2 cars 1¼" No. 2 Common & Btr. Plain Birch.
2 cars 1½" No. 2 Common Plain Birch.

Can ship in straight or mixed cars with other lumber

ROBBINS LUMBER COMPANY
Rhinelander, Wisconsin

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MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

The Tegge Lumber Co.

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BUYERS OF ALL KINDS OF

HARDWOOD LUMBER

A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.
Grand Rapids, Wis., Atlanta, Wis.,
Saw mills and planing mill at Atlanta, Wis.

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Manufacturers and Wholesalers — Rhinelander, Wis.

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1¼" No. 2 Com. & Btr. Hard Maple
1½" No. 2 Com. & Btr. Hard Maple
2 " No. 2 Com. & Btr. Hard Maple
1¼" No. 2 & Btr. Soft Elm
1¼" No. 2 & Btr. Rock Elm

DRY STOCK AND CAN MAKE PROMPT SHIPMENT

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The Foremost Hardwood Market of the East

Buffalo Hardwood Lumber Company
We Want to Buy for Cash:
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point. Branch yard, Memphis, Tenn.
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SPECIALTIES:
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White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
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Our Specialty:
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The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

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Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

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OAK — BEECH — MAPLE

KILN DRIED END MATCHED

TELEPHONE YOUR ORDER OR INQUIRY TO OUR SALESMEN—WE WILL PAY THE CHARGES

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W. H. White Company
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WE OFFER

4/4 and 5/4 No. 2 common and better Basswood

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4/4 and 5/4 No. 1 and No. 2 common Flooring Maple.

4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4 Firsts and Seconds Maple

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MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

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A Guarantee of a Square Deal in both Grade and Measurement

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WHITE OAK

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All Kinds of High-Grade

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Fifth Ave. Bldg., NEW YORK

On the Following Stock We Will Make Special Prices for Prompt Shipment;

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140,000 ft. 1" No. 2 Com. Poplar.
90,000 ft. 1½" No. 2 Com. Poplar.
175,000 ft. 2" No. 2 Com. Poplar.
10,000 ft. 1¼" 1s & 2s Qtd. Poplar.
25,000 ft. 1" S. W. No. 2 Common Chestnut.
30,000 ft. 1¼" S. W. No. 2 Common Chestnut.
580,000 ft. 1½" S. W. No. 2 Common Chestnut.
90,000 ft. 2" S. W. No. 2 Common Chestnut.
60,000 ft. 1" 1s & 2s Plain Red Oak.
210,000 ft. 1" No. 1 Com. Plain Red Oak.
50,000 ft. 1½" No. 2 Com. Plain Red Oak.
90,000 ft. 2" No. 2 Com. Plain Red Oak.

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70 Kilby St., BOSTON, MASS.

Keys-Walker Lumber Co.

Manufacturers

West Virginia Hardwoods

Soft Yellow Poplar

Oak—Chestnut—Bass—Hemlock, Etc.

Rough or Dressed Write for Prices

ROANOKE, VIRGINIA

ICHABOD T. WILLIAMS & SONS

Foreign and Domestic Woods In Logs, Lumber and Veneers

11th Ave. and 25th Street NEW YORK

910 So. Michigan Avenue CHICAGO

DO YOU WANT TO SELL LUMBER

THIS SPACE IS OPEN NOW

WRITE

HARDWOOD RECORD

and learn what we are doing for your competitors with our advertising and itemized lists of consumers' requirements

PROCTOR **VENEER DRYER** FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking

No Clogging Nor Adjusting



Recommended by all those who have tried it

THE PHILADELPHIA TEXTILE MACHINERY COMPANY

DEP'T. L HANCOCK & SOMERSET STS. PHILA PA.

ADVERTISERS' CLASSIFIED DIRECTORY FOLLOWS READING MATTER.

No "Filled-Out" Cars —Except by Request

Your order on McIlvain is carried out to the letter. When you specify a certain grade of lumber, you get just that grade. We mix cars only when so ordered.

Hardwood is a specialty with us. If you are not receiving "McIlvain's Lumber News" regularly each month, will you kindly notify us?

J. Gibson McIlvain & Co.

1420 Chestnut Street, Philadelphia

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

H. C. CREITH & CO.

Hardwood Lumber

Write us for Anything in Hardwoods

COLUMBUS OHIO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. September 13th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better	20 M
4/4 Basswood No. 1 Common	100 M
4/4 Cherry No. 3 Common & Better	9 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm 1s & 2s (14 in. and wider)	18 M
6/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm No. 1 Common	50 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	18 M
5/4 Hard Maple Step. 1s & 2s	28 M
6/4 Hard Maple Step 1s & 2s	25 M
8/4 Rock Elm No. 3 Common	22 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. September 13th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	29 M
1x7 and up Basswood No. 1 Common	37 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
4/4 Cadillac Gray Elm 1s & 2s	60 M
4/4 Cadillac Gray Elm No. 1 Common	75 M
4/4 Cadillac Gray Elm No. 2 Common	75 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	8 M
4/4 Soft Maple No. 3 Common	22 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED. HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood

This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood

This was cut and cross-piled during the past winter, and is all good average widths and lengths.

MANUFACTURERS

100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood

This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.



HARDWOOD AND YELLOW PINE LUMBER

In Stock, Ready To Ship

3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12" Cottonwood Box Boards
4 cars 1" No. 1 Common Cottonwood
4 cars 1" No. 1 Common Sap Gum

WE make a specialty of Oak Timber and Car Stock.

WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

SCHULTZ, HOLLOWAY CO., 343 South Dearborn Street, CHICAGO

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

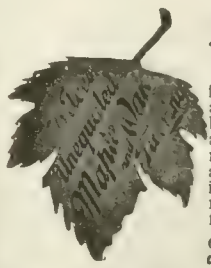
CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

J. RAYNER
VENEERED PANELS
ALL WOODS
SEND FOR STOCK LIST
MAHOGANY LUMBER
CARROLL AVE. AND SHELDON ST.
CHICAGO

Estabrook-Skeele Lumber Co.
MANUFACTURERS AND DEALERS IN
Maple, Birch, Elm, Basswood, Ash
And Other Northern Hardwoods
In the Market for Round Lots of Hardwood
WRITE US BEFORE SELLING
Fisher Building, - - - CHICAGO
'PHONE HARRISON 1984

Maisey & Dion
Loomis and 22nd Sts.
KILN DRIED & AIR DRIED HARDWOODS
PHONES
CANAL 1830
CANAL 1831



A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company
22nd and Throop Sts. CHICAGO, ILL.

SAVE YOUR MONEY BY USING THE
RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

Hardwood Timber For Sale—*A Bargain*

Our estimates show that we have in a solid body about 150,000,000 feet of hardwood timber. 50% White Oak, 25% Red Oak, 15% Red Gum, 10% Ash and Elm.

Reliable and responsible parties offer to contract and deliver logs from the same to mill to be located in Arkansas City, Ark., for $5.00 per thousand feet. Timber commences one mile from Arkansas City. Lowest freight rates can be secured by railroad on account of Mississippi river competition, making freights $1 to $1.50 cheaper than from interior location.

No overflow on land. Land drained so that logging can be carried on the year around.

We offer this timber for sale in a solid body, or will divide, at a price that is profitable.

Full particulars furnished. Apply to the owner.

JOHN C. SPRY
1230 Corn Exchange Bank Building
CHICAGO, ILLINOIS

KNOXVILLE

Famous for Finest Type of Poplar, Oak and Chestnut

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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LOGAN-MAPHET LUMBER CO.

MANUFACTURERS AND WHOLESALERS

HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

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Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

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Maphet & Shea Lumber Co.

Manufacturers and Wholesalers

OFFICE: 703-705 HENSON BUILDING
Yard: Middlebrook Pike and Lonsdale Car Line

KNOXVILLE, TENN.

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YELLOW PINE, HEMLOCK BARK, ETC.

BAND AND CIRCULAR MILLS—EAST TENN. MOUNTAIN VIRGIN HARDWOOD STUMPAGE

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

"THE VERY BEST"

Veneers in Any Wood

ASH, GUM
CHESTNUT
WHITE OAK
RED OAK
PINE, POPLAR
WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, Knoxville, Tenn.

¶ If you want to employ the best system for tallying lumber, cover and specimen tickets will be sent on approval.

HARDWOOD RECORD, Chicago.

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him. Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

WE ARE OVERSTOCKED and will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar.
4/4 and 8/4 Sap Poplar.
1", 1¼", 1½" and 2½" No. 1 Common Poplar.
4/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 23" and 24" and up.
4/4 x 13 to 17" Poplar Box Boards.
4/4 1s & 2s Basswood or Linn—very fine.
3/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oak.
4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak.
6/4 1s & 2s Qtd. R. Oak.
4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak.
6/4 and 10/4 1s & 2s Hickory.
4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.
4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory.
4/4 1s & 2s Chestnut, also 5, 6 and 8/4.
4/4 No. 1 Common Chestnut.

John B. Ransom & Co.

MANUFACTURERS OF

Hardwood Lumber

Nashville, Tenn.

IF YOU BUY LUMBER

Naturally you want only well manufactured stock, clean grades and prompt service. We can give you all three.

We have a well assorted stock of **Plain** and **Quartered Red** and **White Oak, Poplar, Ash, Chestnut, Hickory** and **Aromatic Tennessee Red Cedar,** practically all of which is our own manufacture.

LOVE, BOYD & CO., Nashville, Tenn.

Cherokee Lumber Co.

Manufacturers of all the lumber we sell.

Let us quote you some attractive prices on quartered white oak and poplar. Any grades and thicknesses.

NASHVILLE, TENN.

¶ The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand September 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
FAS Quartered White Oak	.....	60,000	.....	40,000	50,000	.....	7,000	.....	.....	.....	.....
No. 1 Common Quartered White Oak	.....	12,000	.....	12,000	140,000	4,000	.....	.....	.....	.....	.....
No. 2 Common Quartered White Oak	.....	5,000	.....	.....	60,000	.....	.....	.....	.....	.....	.....
No. 1 Com. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....
No. 1 C. & B. Qrtd. White Oak Strips, 2½-5½	.....	.....	.....	7,000	.....	.....	.....	.....	.....	.....	.....
FAS Plain White Oak	30,000	100,000	20,000	20,000	.....	20,000	.....	12,000	3,000	.....	3,000
FAS Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak	.....	.....	.....	.....	90,000	5,000	.....	10,000	9,000	.....	.....
FAS Plain Red Oak	.....	.....	30,000	50,000	100,000	.....	.....	.....	.....	.....	1,000
No. 1 Common Plain Red Oak	.....	.....	15,000	5,000	.....	.....	18,000	1,000	.....	.....	.....
FAS Red Gum	220,000	150,000	110,000	200,000	170,000	50,000	60,000	50,000	.....	3,000	.....
FAS Quartered Red Gum	.....	.....	.....	.....	.....	.....	.....	3,000	.....	.....	.....
FAS Circassian Red Gum	.....	.....	.....	12,000	40,000	.....	3,000	1,000	.....	.....	.....
No. 1 Common Red Gum	60,000	20,000	130,000	10,000	20,000	50,000	20,000	20,000	.....	.....	.....
FAS Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum	50,000	30,000	40,000	.....	.....	.....	.....	.....	.....	.....	.....
No. 1 Common Sap Gum	.....	60,000	.....	.....	.....	.....	.....	.....	.....	.....	.....
No. 2 Common Sap Gum	40,000	35,000	.....	50,000	300,000	200,000	.....	.....	.....	.....	.....
Common and Better Ash	.....	.....	.....	.....	15,000	.....	.....	.....	.....	.....	.....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	60,000	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	.....	.....	.....	20,000	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	40,000	30,000	.....	.....	.....
Common and Better Tupelo	.....	.....	.....	.....	30,000	.....	.....	.....	.....	.....	.....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK—FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS QUALITY"
LUDINGTON

HARDWOOD SPECIALISTS

We Now Have an Excellent Assortment of

4-4 BASSWOOD

On Hand for Immediate Shipment

Write Us for Prices

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

A Prominent Veneer Man says:

¶ "I believe your new service showing the exact requirements of the Veneer and Panel Trade to be highly accurate, and a necessary part of the office equipment of any progressive veneer or panel factory."

¶ The same information would cost you thousands of dollars. The cost of our service is a small fraction of that.

¶ Ask your competitor to tell you how it has helped him, and then write us for details.

HARDWOOD RECORD, CHICAGO, ILL.

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER.
BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

2 cars 5-4 Log Run Basswood
3 cars 6-4 Log Run Elm (Southern)

Peytona Lumber Company
Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14' & 16' long).

4 cars 4/4 13" to 17" Poplar Box Boards (75% 14' & 16').

2 cars 4/4 No. 1 Panel Poplar, 18" to 23" (60% 14' & 16').

1 car 4/4 No. 1 Panel Poplar, 24" & up (60% 14' & 16').

All high-grade band sawn stock. Good widths.

HUTCHINSON LUMBER COMPANY

MANUFACTURERS OF HARDWOOD LUMBER
HUNTINGTON, W. VA.

OAK BILLS, CAR STOCK AND SWITCH TIES
All Kinds of Furniture Dimension Stock

Dry Stock for Quick Shipment

10 cars 4/4 No. 2 Com. Poplar
7 cars 4/4 No. 1 Com. Oak
5 cars 4/4 No. 2 Com. Oak

MILLS: NAUGATUCK, W. VA., AND LOGAN, W. VA.

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8'—8'6" Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

Three Square Meals a Day

If it were possible for 90,000,000 people to quit eating three square meals a day, wearing clothes, riding in street cars and using houses and furniture, it would be possible for business to experience at times absolute paralysis.

As it is, with the not merely potential, but actual and unavoidable consumption of commodities of all kinds by a nation which has made consuming a fine art, business has got to go ahead, and can't help going forward unless it falls over its own feet.

Lumber is going to continue being used. This fall is going to be a good time to move it. If you need anything in the line of hardwoods, including mahogany and veneers, get in touch with the market where optimism is the only sentiment allowed. You'll find there are reasons back of it, too.

The Louisville Hardwood Club

NORMAN LUMBER COMPANY
EDWARD L. DAVIS LUMBER CO.
LOUISVILLE POINT LUMBER CO.
W. P. BROWN & SONS LUMBER CO.

OHIO RIVER SAWMILL COMPANY
C. C. MENGEL & BRO. CO.
THE LOUISVILLE VENEER MILLS
BOOKER-CECIL COMPANY

Wood-Working Machines For Those Who Discriminate

BEAR THE IMPRINT OF THE WORD

DEFIANCE

ON THE ORIGINAL CASTING

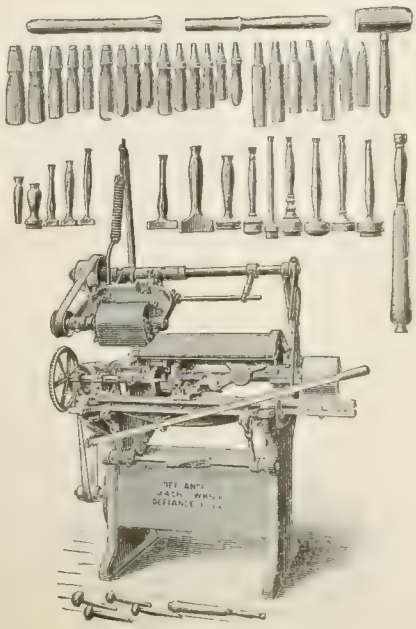
It means we defy any wood-working machine on the market today to produce results with as high a character as those produced on our tools.

We have always aimed to give the trade the best we, or any one else, could produce, and the future for DEFIANCE buyers contains even a higher expectation.

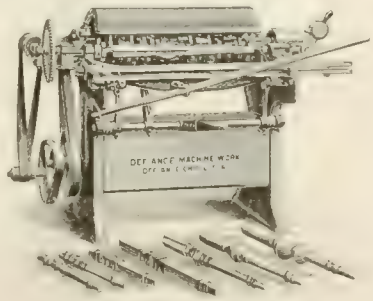
An initial order will prove our claim.

Write us for catalog and prices.

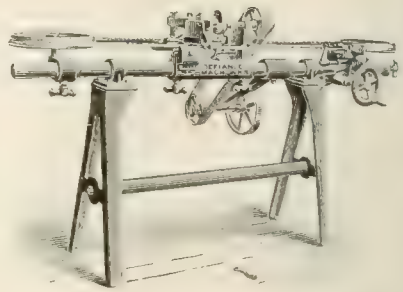
The Defiance Machine Works,
414 Perry Street, Defiance, Ohio



24" Handle Lathe



Patent Variety Lathe



Band Saw Filing and Setting Machine



Cup Wheel Knife and Bar Grinder

IF YOU WANT THE BEST SYSTEM OF ACCURATELY TALLYING AND RECORDING LUMBER SHIPMENTS OR RECEIPTS

YOU WILL BE INTERESTED IN

The Gibson Tally Book

This system of tallying lumber is employed by more than two thousand lumber producers, jobbers and wholesale consumers, and is available for tallying lumber, logs, flooring, dimension stock and all other commodities.

Makes three **original** tallies without the use of loose carbon sheets.

New Catalogue showing twenty-six various forms of tickets sent free on request.

Tally Book Dept., Hardwood Record, Chicago

CINCINNATI
THE GATEWAY OF THE SOUTH

Why Is Cincinnati?
The Leading Veneer Market •

SEE THE ADVERTISERS ON THIS PAGE AND YOU WILL KNOW

OHIO VENEER COMPANY

OFFICE AND MILLS:
2624-2634 Colerain Avenue
CINCINNATI OHIO

WE are large manufacturers of Foreign and Domestic Hardwood Lumber and Veneers.

We specialize in Genuine Poti (Russia) Circassian stock, taken up by our own buyer and shipped direct. (Poti stock is the best in the world.)

All buyers admit Ohio Veneer Company's product has a **pronounced individuality.**

Stock complete and large enough to fill any order.

ACME VENEER & LUMBER COMPANY
CINCINNATI OHIO

Our mill is now cutting what is said to be the LARGEST VIRGIN WHITE OAK timber in Ohio. It is of soft, brashy texture from the best White Oak Section.

Our new line of Circassian is ready for the market.

Do not overlook us when in the market for

MAHOGANY
CURLY BIRCH
ROSEWOOD
OR ANY KIND OF PLAIN VENEER

We make a specialty in all woods of 1/8, 3/16 and 1/4 thicknesses for Interior Finish and Door Work.

If you are not a subscriber to HARDWOOD RECORD and have a suspicion that you would like to see a copy, it is yours for the asking.

The Maley, Thompson & Moffett Co.
Veneers, Mahogany and Hardwood Lumber

Largest Stocks **Best Selections**

CINCINNATI, OHIO

CINCINNATI
THE GATEWAY OF THE SOUTH

KENTUCKY LUMBER COMPANY

GENERAL SALES OFFICE: FIRST NATIONAL BANK BUILDING, CINCINNATI, OHIO

For Quick Shipment We Will Make Very Low Price on

5 Cars 5-4 No. 1 Common Poplar
5 Cars 6-4 No. 1 Common Poplar
5 Cars 4-4 No. 2 Common Poplar

W. E. HEYSER, President WEAVER HASS, V. President
BENJAMIN BRAMLAGE, Sec'y & Treas.

The W. E. Heyser Lumber Company

MAIN OFFICE & YARDS
Winton Place
Cincinnati, Ohio

BRANCH YARDS AND MILLS
West Virginia, Mississippi, Arkansas & Kentucky

12,000,000 ft. High Grade West Virginia and Southern Hardwoods in stock at all times.

Shipments made direct from our own yards and mills in straight or mixed cars.

SEND US YOUR INQUIRIES

The Wm. H. Perry Lumber Co.

Manufacturers and Wholesale Dealers in
HARDWOOD LUMBER

1821-23 Gilbert Ave., Cincinnati, Ohio

We Can Make You an Attractive Price on the Following:

153 M ft. 4/4 1s & 2s Cottonwood, 6″ & up—30% 13″ & up—dry.
30 M ft. 4/4 1s & 2s Cottonwood, 6″ to 12″, 1 yr. dry.
45 M ft. 5/4 1s & 2s Northern Maple, 1 yr. dry.
100 M ft. 8/4 S. W. Chestnut, 1 yr. dry.
17 M ft. 4/4 Panel Cottonwood, 20″ to 21″, bone dry.
6 M ft. 4/4 Panel Cottonwood, 22″ to 26″, bone dry.

CINCINNATI

THE GATEWAY OF THE SOUTH

BENNETT & WITTE

JUST A FEW OF OUR SPECIALS

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1 car each 12/4" No. 1 Com. Selects & 1 & 2 Poplar.
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10 Cars 4/4 1s-2s Poplar, 7" to 17" wide.
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IRONTON, OHIO

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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

LIBRA
NEW YO
BOTANIC
GARDE

Vol. XXXIV CHICAGO, SEPTEMBER 25, 1912 No. 11



Editorial Comment



General Market Conditions

It is apparent in all hardwood centers that there is more difficulty in filling orders at present than in securing new business. Stocks in both northern and southern producing points have as yet had no opportunity of accumulating, with the result there seems to be about a level between the incoming dry stocks and actual requirements for immediate shipment. Apparently every important consuming center in the country also has experienced a distinct difficulty in securing sufficient cars for shipments. The result of this condition is too manifest to require comment.

The general activity in buying, which is apparent at present from all localities, may no doubt be attributed to the season of the year. With the holiday demand for various household articles, such as furniture, tables, pianos, organs, etc., but three months away, buyers are following the regular custom of laying in sufficient extra stock to take care of such increased demands on their plants. This condition is further augmented by the decided short stock which has been maintained among the consumers' yards for several years.

Large buyers have been more or less skeptical of the widely announced shortage of dry stock, and until very recently have hesitated about placing big orders, believing that there would be a break in prices and that the advanced condition of the market was more or less of an inflation. This idea seemingly has been connected with a resulting advantage to sales.

Handlers of such woods as go into the manufacture of pianos are reporting a much brisker demand for their products, which of course would indicate a healthy condition in the piano trade. Furniture manufacturers are in very fair shape.

There has been of late also a noticeable improvement in the demand for panel poplar, with a resulting slight increase in values. Prices for this stock, of course, are not even approximating the high market which they reached before the break, but it is doubtful if this condition will be desirable.

An encouraging tone is also noted from the producers of quartered oak. Actual sales above standard price quotations are frequent in this item, and in some sections an actual scarcity in quartered oak is reported. This is undoubtedly traceable to some extent to the high value obtained for mahogany. There seems to be a see-saw action between these two woods, which tends to keep one and then the other in the limelight. It is doubtful, however, if the actual popular demand for quartered oak is much stronger. Plain oak, of course, continues to be a highly prized and not easily secured item, demanding a strong level of prices.

In the northern woods the gratifying volume of hardwood flooring sales is taking care of a large amount of maple, beech and birch.

While reports from salesmen calling on the yard trade indicate that large yard concerns are buying generously, it is possible that this stimulation in the yard demand is caused partly by the usual desire of the yard man to get as much of a stock in pile as possible before the cold and inclement weather and snows, which make his operations more expensive. The question of team hauling opens up another condition which has some bearing on present increased demand. Where hauling is necessary, the yard men prefer to have their stuff come in before the winter snow makes this operation doubly expensive.

Reports from southern manufacturers demonstrate that No. 1 common quartered oak is a strong item. Oak car material has shown decidedly increased strength, due to large purchases by the railroads. An average advance of two dollars is noted.

Chestnut enjoys a healthy condition, and there is every reason to believe that there will be a large movement of this stock in the near future.

Red gum box boards are moving fast, and in firsts and seconds an advance of one dollar is noted. Quarter-sawed red gum enjoys an advance in price in firsts and seconds of one-dollar-and-a-half, and one dollar in common.

Ash, especially in thick stock, is decidedly stronger, while cottonwood is moving in good quantities.

The general report from southern operators in particular is that all hardwoods are in excellent condition, and that if the demand continues as at present, most of the millmen will start the winter months with badly broken stocks.

It is reported from export points along the gulf that a large amount of all kinds of lumber is awaiting shipment abroad. In pine alone some 1,500 cars are held up awaiting shipping space.

Taken as a whole the trade exhibits a gratifying condition at present, and there seems to be every evidence that firm trade characterized by continued firm prices will prevail for an indefinite period.

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Henry H. Gibson, Editor; Hu Maxwell and Edwin W. Meeker, Associate Editors.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

The Car Shortage

Statistics and official statements are not necessary to demonstrate conclusively the increasing imminence of an actual shortage of freight cars. The most striking evidence is obtained by a perusal of the market reports coming from the various hardwood centers of the country, as published in this issue of HARDWOOD RECORD. Correspondents almost unanimously include in their reports the assertion that the chief difficulty encountered by their respective communities is in making deliveries. While in some cases this is ascribed to the general shortage of stock, in the majority of reports is the statement that great difficulty is already felt in getting enough cars to carry the stuff. Quite evidently car shortage is no more an anticipated condition but an actuality.

Aside from the annual autumn strain upon the car supply due to the movement of the grain crops, generally improved business conditions resulting in largely increased shipments of all kinds of merchandise have been a potent factor. With this in mind and also considering the enormous prospective yield of all kinds of crops, the railroads are making herculean efforts to take care of it as far as possible. All shops are working full time on repairs and on new rolling stock, and in addition necessary repairs along the rights of way are being rushed, when possible, in order to avoid tying up traffic when the big rush is on.

On the other hand, the shippers generally are doing their part to help matters by prompt loading and unloading and by putting on each car its maximum load where possible. While no amount of effort will actually insure car supply equal to the demand, continued cooperation between the railroads and the shippers will do a great deal to assuage the inconvenience and loss resulting from excessive shortage of rolling stock.

UNSOLICITED TESTIMONIAL

THE BROWNLEE-KELLY CO.
Successors to BROWNLEE & COMPANY
WHOLESALE LUMBER

Detroit, Michigan, Sept. 13, 1912.

Hardwood Record, Chicago, Ill.

Gentlemen: Referring to your letter of Sept. 4th, regarding lignum-vitæ. We wish to say that you delivered the goods in this case as you always seem to do when any difficult matters, with reference to hardwood lumber, are referred to you.

We located our requirements thru the information you gave us, and wish to extend our hearty thanks.

Yours very truly,
THE BROWNLEE-KELLY CO.

WEB MH.

Some Thoughts on Present Conditions

The average lumberman has been so jubilant over the increasing signs of returning prosperity that it has usually not occurred to him to compare actual conditions and the probable causes thereof. That trade is getting back to a normal condition is true beyond any shadow of a doubt, but nevertheless the lumber fraternity should not look with too great a degree of satisfaction upon what appears to be the basic cause for this change in conditions. For instance, the general increase in price is generally conceded to be due to increase in consumption.

A prominent wholsaler in commenting on this condition says that producers overlook the fact in their analysis of the situation that a considerable percentage of the short supply of hardwoods came through the fact that the Mississippi floods shut down many mills for months, and crippled some so that they will probably never start again—this with the best producing period at hand. He further is of the opinion that there are many speculative orders put out for both yellow pine and hardwoods. Buyers seem to believe that a fair percentage of mills, on an advancing market, will repudiate orders, and they therefore double their original orders so as to cover their requirements. One large buyer recently had on file one hundred and seven cars unshipped, which he classified as "those that never came." This buyer stated that he did not expect to receive more than one-third of these one hundred and seven cars, but that he had filled his requirements until December, after which he expected his wants would be small. He had ordered enough extra to make up for possible non-deliveries.

The impending car shortage will undoubtedly pile up considerable stock at mills, and with this accumulation in sight, sawmill men will have to guard against the inclination to cut prices, as they are liable to imagine that it means a decrease in consumption.

It is a fact that the millman generally has not taken into consideration the fact that the extra profits accruing to the manufacturers through increased prices have come out of the wholesaler's pocket, as he has not as yet been able to raise prices to the consumer commensurate with the level which he has to pay the millman.

It seems to be the general opinion that wood goods and iron will not stand any further advance until December, inasmuch as a fair profit is being realized from both industries to the manufacturers. It seems reasonable to allow the dealer and consumer to get lined up on the present base of sawmill prices.

It has been estimated that twenty per cent of the recent advance in lumber comes through short stock resulting from the floods, and fifteen per cent through speculative buying. The balance, sixty-five per cent, is probably due to a healthy increase in demand.

While the average manufacturer is probably now realizing a fair profit on his investment, it behooves him to let the improvement in market conditions be a healthy one rather than an inflated jump in prices, as any pronounced change in business conditions other than that along natural lines will surely sooner or later result in a corresponding hardship to him.

The High Cost of Living

Some satisfaction can be derived from a detailed report just compiled by the Federal Bureau of Labor covering the cost of living during the last ten years from the fact that the all-important item of smoked bacon has actually decreased in price by the astounding amount of one-tenth of one per cent. It is a known fact that bacon is about the most substantial of any of the meats consumed by the general public, and in view of the conditions disclosed, it would appear to be a pretty good idea for the long-suffering public to become consumers exclusively of this article of food.

That some such course is necessary is shown by further figures in the report which covers thirty-two states, in which it is seen that sixteen important articles of food as well as coal, comprising about two-thirds of the workingman's needs, have risen in value very materially. On June 15, 1912, fourteen out of fifteen articles of food were higher than the year before, and ten had advnnced in the last ten years more than fifty per cent over the average retail price for the ten-year period of 1890 to 1899. The rise in meat values in a great many cases has been so marked that in several instances meat merchants have actually suspended business because of their inability to buy at a price which would enable them to sell within the means of the consumer. The price of meat has no direct bearing upon the lumber business unless it be that loggers in the South employing oxen in their operations might consider the meat consuming market as a possible source of revenue. However, any marked increase in a national

commodity is of interest to lumbermen as individuals, and might have some indirect bearing upon the actual retail value of their own products.

The South Awakens

The first copy of a monthly bulletin published by the Southern Commercial Congress for the purpose of stimulating a more general interest in the unsurpassed natural facilities offered by the southern states has recently been received.

The character of the comment which it contains brings to mind an interview with a prominent lumberman who is interested in southern operations and who makes periodic tours of southern points. This gentleman speaks enthusiastically of the remarkable development of the South in its industrial, business and agricultural enterprises and asserts that each year he is greeted with new evidence of its awakening. There is no question but that this vastly important section of the United States has entered definitely and firmly upon a new era in industrial progress. Its cities exhibit a rapidly modernizing exterior; its commercial bodies and commercial houses are aligning themselves with the most progressive and modern institutions of the North; its ports are engaged in the constant rivalry for supremacy which results in a continually advanced standard. In short, the splendid opportunities which have for so long lain dormant have come into the light of day with the result that the whole country is quivering with the excitement of development.

While northern money and enterprise are undoubtedly largely responsible for the awakening, we can look in the future for southern blood to carry on the work. With the advent of a new generation, the old prejudices and sentiments are disappearing. With the hardships and injustices wrought by the Civil war removed from their immediate scope of observation, the modern southerners are showing an increased tendency to eliminate from their minds the useless and bitter reflections of their woes and to concentrate on questions concerning a living and vital present rather than a dead past. If this tendency can but bring about the shattering of the old "Solid South" tradition it will have lifted one of the most serious stumbling blocks from the path of southern progress.

Shipping Jamaican Hardwoods

A timber agent from New York recently purchased at two points in Jamaica, considerable quantities of mahogany and cedar trees. Two shipments of this timber have already been made and it is planned to make further shipments to a New York concern. While the total amount is probably not large, it is of considerable significance in that it is the beginning of an exportation of valuable Jamaican hardwoods into the United States.

While lumber has never been an article of export in Jamaica, there have for several years been shipments of hardwood timber from Kingston, which went chiefly to European ports. It is probable, in view of the recent shipments from Port Antonio, that the volume of this export will increase, especially as there is a body of about thirty-five thousand acres of forest land in the parish. The government has already taken steps to open up this timber by building roads through it to make it accessible.

The Island of Jamaica includes some four or five hundred thousand acres of forest, not including scrub lands. In this area is found a considerable variety of hardwood trees, although not much of it is heavily timbered. A recent bulletin on the commercial trees of Jamaica showed that there are forty-six varieties suitable for cabinet work; thirty-five for house work and furniture; thirty-five for general purposes, and many more for such uses as turnery, carriage and wagon work, posts, shingles, piles, railway ties, millwork and cooperage.

The most valuable of the cabinet and furniture hardwoods in the order of their local use are the West India or Spanish cedar, mahogany, Mahoe, satinwood, Blue Mountain yacca, rosewood and yellow sander.

There are no sawmills in Jamaica. Probably the only sort of mill that could be operated to advantage would be a portable outfit, which could be easily transported from place to place. As there are no large bodies of well timbered lands on the islands, and as much of the timber is of small to medium size and is found on the sides of the mountains, it would be difficult to find a location for a mill to operate. Therefore as labor is cheap and abundant, the most practical method has been to manufacture lumber from the native timber by hand. The logs are rolled upon a frame work considerably higher than a man's head. One man stands below and the other above, and they operate a long rip saw. After ripping off slabs on two sides, they line the log with a cord dipped in a chalk or charcoal solution.

There are many dewellings and other buildings, particularly in the interior of the islands, which have been built only of this handsawn lumber.

Lumber Conditions in Liverpool

It is reported by a large lumber merchant at Liverpool that recently mahogany sales held in that city were attended by a number of representatives of large concerns. The bidding at these sales was unusually keen owing to the heavy demand, and as a consequence prices were even higher than at the last two sales. There apparently is no immediate prospect of heavier imports, and even if such supply should come forward there seem to be more than enough orders to be filled to at least maintain present prices.

In American hardwoods there seems to be an excess of supply over demand for ash logs, while for ash lumber the market is quiet with not much inquiry. Satisfactory prices for black walnut logs are the result of a good demand for prime stock, and the market for black walnut lumber is unchanged. Continued weak values are maintained owing to labor troubles in the cabinet making trade.

There is apparently little change in the market for elm and hickory logs, while the demand for round oak and hewn coffin logs is fair. It is reported that the arrivals of oak boards have been heavy and a consequent weakening in values is apparent.

Prime poplar logs of large size and good length are inquired for, while poplar lumber, both planed and unplaned, is in moderate request with a dull market. Buyers it seems are not disposed to pay the high prices asked by shippers.

The demand for red gum lumber seems to be quiet, with unchanged prices.

The Panama Canal and Hardwoods

The ultimate completion of the Panama Canal has been discussed from every conceivable angle with a view of arriving at some definite basis on which its possible benefit to various industries of this country will be felt.

There has been no claim that the opening of the canal will have any appreciable effect upon the consumption of hardwood lumber in the eastern states, but it is a fact that the development of new steamship lines in anticipation of the opening of the isthmus route will call for and in fact, are calling for a large amount of hardwood stock of various kinds.

Investigation has shown that practically all of the shipyards in the United States are actually at work, either completing or beginning ships designed for this purpose. Hardwood in ship construction is a very important factor and it can be easily conceived that with the construction of a large number of new ships for the Panama trade, considerable increase will be felt for the demand of hardwood stocks which go into this type of construction.

Reports based on actual observation show that practically every shipyard on both our coasts is now pressed to the limit with orders, and that there is every prospect of large increases in such orders as the time for the opening of the canal approaches.

Forty-six freight and passenger steamers designed for ocean travel are in the course of construction in the various shipyards along the Atlantic coast. One large yard in New York has now on its books orders for crafts aggregating $25,000,000 in value. The result of this unusual call for sea going vessels has resulted in turning considerable quantities of orders for coastwise trade to yards on the Great Lakes. As a result shipbuilding the country over is in an excellent shape.

THEY'RE AS HUSKY AS THEY LOOK



It's a long ways back from the top. Don't ring the bell.

Relation of High Prices and Profits

High prices are usually regarded by the business man, and especially by the lumberman, as a consummation devoutly to be wished. A casual consideration of the average merchant's desire for higher-selling values would lead us to believe that he is heading blindly for that goal rather than allowing for other economic facts and striving to maintain a logical balance between cost of production and selling price, and thus insuring a fair profit, which is, of course, the reason for his being in business. There is, however, as between cost of production and selling price, a question of which is the cause and which the effect. If a constant revolution of these factors, one around the other can lead to a generally higher cost of living, it is logical to suppose that a revolution in the reverse direction will have the opposite effect.

In treating with present conditions, however, it might be reasoned, without violation of logical rules, that when the price of lumber goes up, it necessarily helps the sawmill man, who is regarded as the houn' dawg of the trade, and as having worked harder and made less than anybody else in the business. It would seem, in view of the narrow margin of profit on which he is operating, that an advance in prices is his only salvation, and that every effort should be made toward bringing about this condition.

Assuming that all other factors in the equation retained their former values, this would indeed be correct, but when selling prices change, nothing else, generally speaking, remains in statu quo. (Sawmill operators often say that log prices move in only one direction—upward—but this is the lone exception to the rule that all factors contributing to the cost of production are affected by a change in selling quotations.) Certainly when advances are made in lumber prices the tendency is for other values to increase either in direct proportion or to still greater degree.

Ever since the trade began to get over the panic of 1907-1908 there has been a gradual movement of prices up the scale, and hardwood lumber is now selling at levels which are below the high mark of 1907, but are pretty nearly equal to the figures of 1906,, an unusually prosperous year. Questions directed to the owners of sawmills and intended to determine whether or not this restoration of normal values has helped their condition, have not developed a declaration of a marked improvement. On the other hand, conditions are perhaps worse, as far as profits are concerned, although it is more comfortable to do business at present because the demand is better, the advanced prices being in most cases merely a signal that consumption has increased and that more lumber is being used.

"As far as I am concerned," said the owner of a large mill in the Ohio valley hardwood belt, "I would prefer to do business at relatively low, instead of relatively high prices. When lumber prices advance, the first man to profit is the log owner. He hears about the improvement a little sooner than anybody else, apparently, and does not pass by an opportunity to take advantage of his information. When prices are down, usually because of slow trade, the demand for logs falls off, and it is usually possible to get them under those conditions at something like a fair price. The change in the situation is of course in response to the general law of supply and demand, but illustrates the fact that when we get more for our lumber it involves paying more for our raw material.

"The high cost of living, which men in every line of business are familiar with, is the universal result of the combined price advances of all commodities, lumber included. It would certainly be a great disadvantage to have to sell lumber cheap as long as everything else is quoted at high prices, but it would be a better condition all around if commodity prices generally were lower.

"The increased expenses of living become marked when commodity values, including lumber, advance, and it is necessary to pay laborers more money in order to enable them to subsist. Feed prices usually go up; traveling expenses become higher with the increase in quotations on food at hotels, livery hire, etc. It costs more to buy lumber for these reasons, so that in the end the producer finds that though he may be handling more money, he is, if anything, making less than he did before."

In the rehandling branches of the lumber trade high prices are no advantage except as they indicate improved business. And active business, at average prices, is better than business carried on at high prices. For one thing, it takes more money to engage in and conduct a business when values are above normal than otherwise. Since profits per thousand feet seldom advance greatly, the result is that net earnings on the capital invested are likely to fall during a period of high prices.

Another thing in connection with this condition is that consumption is likely to be reduced when prices go up. In the first place, substitution of cheaper materials is at once suggested. Poplar just now is reported to be a slow seller, particularly in the upper grades. Poplar has been the victim of high prices to a considerable extent. The automobile boom shoved the values up, and consumption in that direction increased so enormously as to cause other materials to be used in place of poplar in many lines. Now that the consumption of poplar in the automobile industry has decreased to a marked extent, substitutes are in general use, although recently there is an apparent strengthening in the demand for panel poplar.

Take mahogany, which is an excellent example of the effect of high prices. Just at present mahogany lumber is selling as high as sixteen cents a foot at the mill, which is $160 a thousand. That is about as high as even the manufacturers care to see it go. Yet it was only a short time ago that an official of a large mahogany manufacturing company admitted that the concern has a narrower profit to work on now than it did when mahogany was selling around $120 to $130 per thousand feet.

"We are paying more for logs," he said. "There is a scarcity of log supplies, which has meant a large increase in the initial expense. In addition to this, freight rates for ocean hauls have gone up rapidly, and we must now pay more for the transportation of our logs than formerly. Thus when the material reaches the mill it represents a much larger investment than it did before the advance arrived. There is an exceptionally good demand from certain classes of trade, it is true, and this has helped to stimulate prices and keep them up; but the advance is not merely the result of increased demand, but is the composite effect of increased producing cost coupled with broadening consumption."

The rise in mahogany values is encouraging substitution, of course, and the improvement in the condition of quartered oak is believed by many to be partially due to the desire of consumers to get a cheaper material than mahogany. The interior finish business has been affected adversely, it has been said, by the mahogany vogue, and it is reasonable to believe that if mahogany prices remain as high as they are at present, quartered oak will have an excellent chance to come back into more general use in the construction field. Those who are interested in fighting the substitution of other materials for wood should remember that when the cost of making a mahogany filing cabinet, for instance, gets somewhere in the neighborhood of the figure for producing one of steel, finished to resemble mahogany, there is created a big selling force in favor of the latter.

If high prices merely signaled increased demand and more business, they might be welcomed without reserve; but often the shoe is on the other foot, and they are the result of decreased supply. The effect is as likely to be produced by one cause as by the other. The flood in southern sawmill sections this spring was a big factor in reducing the available supply of oak and other hardwood lumber. The result was seen in a big advance on plain oak, which is still selling at high prices as a result of this diminution of the supply. But this didn't help the lumber trade as a whole; on the other hand, many concerns who were unable to supply their customers' requirements in this line at standard prices lost money meeting their contracts in this connection.

When high prices on lumber are posted in company with advances

of other commodities, like iron, beef, cotton, etc., it is another way of saying that money is cheaper; its buying power has been reduced, and its value is expressed in a smaller number of units of the various articles of commerce. Looked at from this standpoint, it is easy to realize that when quartered oak which has been selling at $70 moves up to $75, the individual handler who bought at a favorable price may profit, but the trade as a whole will probably not, if the advance is part of the general upward movement of prices.

As stated above, it would be an impossible and intolerable condition for values in other lines to advance and lumber prices to remain stationary, and this is not likely to happen. For lumber to be involved in such a general movement, however, does not necessarily mean great prosperity. G. D. C., Jr.

The Principal Shuttlewoods

The commercial range of dogwood and persimmon very nearly coincide, though the botanical range of dogwood extends beyond the borders of persimmon on all sides except the eastern, and there both reach the Atlantic ocean. The supplies which go to the shuttle factories come from North Carolina, Tennessee and Arkansas, and in smaller quantities from the country immediately north and south of those three states. Tennessee appears from available statistics to be the largest producer of those woods for shuttles. Last year the output there was 1,705,000 feet, board measure, of dogwood, worth $22 a thousand at the factory which makes the rough blocks. The output of persimmon was 665,000 feet, worth $27 a thousand at the block mills. Statistics of the production of those woods for the whole country are not sufficiently complete for determining what the total output is, but probably one-fifth of all comes from Tennessee. In North Carolina, which is probably second in quantity, the yearly production is about 600,000 feet of dogwood, costing $15 a thousand, and 150,000 feet of persimmon at $20.



THE MOST NORTHERLY GROVE OF PERSIMMON NEAR NEW HAVEN, CONN.

Persimmon is lumbered like most other woods, the trees being large enough to make logs of good shape. Dogwood, on the other hand, is taken from the forest in another way. The trees are small, and a dogwood sawlog is never seen. The shuttle material is measured by the cord, and in reducing to board feet, the ratio of two cords to one thousand feet is considered an average.

In some instances dogwood is procured by men who make it a business to cut the stock in the woods and deliver it to the purchasers, but that is not the usual procedure. It is cut almost entirely by negroes in the South who secure a tree here and there as they occur in the woods. The negoes have learned that a stick of dogwood large enough for a shuttleblock has a value, and when they run across such a stick in course of their peregrinations about the country, they cut it and carry it home. The next time they drive to the village with a load of farm produce, they throw the dogwood stick into the wagon and take it along. They are always able to sell it at a fair price to some dealer who knows its value. It is seldom that a whole wagon load of such sticks goes to the village at a time. When the village dealer has a sufficient quantity for a consignment, he ships his dogwood to the block mill.

The cutting in this manner extends as far south as Florida, and some very good dogwood grows in the compact sandy soils of the northern part of that state. The wood attains sufficient size for shuttles and some of it is cut, as far west as Texas, and northward and eastward to Missouri, Kentucky, West Virginia and Virginia.

The claim that persimmon is the better of the two woods for shuttles does not seem to be borne out by the fact that, so far as available statistics show, there is more dogwood than persimmon worked into shuttles, although dogwood is more difficult to procure on account of its smaller size.

The search for shuttlewoods has been little less active in this country than the search for suitable lead pencil woods. Numerous tests have been made of woods from all parts of the country which have been thought to be promising material. The requirements are exacting, and nothing short of actual trial will determine whether a certain wood will answer. There are harder, heavier and stronger woods than either dogwood or persimmon, but some essential property is lacking in nearly every one of them. Some are too soft, and wear out quickly; others are brittle and break in a short time, still others split, and splinters develop which render the shuttle useless.

Two thousand hours of actual work is one of the tests which a shuttle must stand. If it does that, it will pass, but few are the woods which will do it. The treatment is rough. The shuttles are worked in pairs. They are thrown back and forth by machinery, by sharp blows from pieces of hickory wood called "pickersticks." The best shuttlewood in the world, as far as known, is Turkish boxwood, but that is too costly for use by shuttlemakers. After years of experimenting, dogwood and persimmon have been declared to be the best material obtainable for this purpose.

The sap-wood only is used. Dogwood has little heart-wood, and consequently there is little waste, except that which is cut away in shaping the shuttle. It amounts to more than one-half of the rough stick. With persimmon the case is different. The heart-wood amounts to a considerable part of the tree, particularly if the tree is large, and formerly the heart-wood was thrown away by

the manufacturers of shuttleblocks. They are now learning better. The makers of parquet flooring are glad to get the dark-colored heart-wood of persimmon to work in with their maple, oak and other whiter woods.

An average shuttleblock is about seventeen inches long and two and a half inches square. The finished shuttle is usually tipped with steel. Metal has been tried for the entire shuttle, but it has been pronounced unsatisfactory. If a steel shuttle is made light enough for service, it is liable to buckle under the blows of the pickersticks.

Discrepancies in Car Weights

At the meeting before Commissioner Prouty of the Interstate Commerce Commission in St. Paul on September 13, a great many irregularities in the weighing of freight and freight cars by carriers was shown. The Grand Rapids Lumbermen's Association is responsible for the instigation of this investigation, which began several weeks ago. The work, however, has broadened beyond the limits of lumber shipments and now embraces shipments of all kinds of merchandise.

The St. Paul hearing was called for the specific purpose of accurately checking the ratio between the tare weight of cars as they are stenciled and their actual weight. The methods in vogue of weighing carload freight also received some attention. It was a remarkable fact that only one shipper appeared on the stand, and his testimony was devoted chiefly to the effects that weather has on actual weight of cars. Most of the witnesses were either representatives of railroads or of the Western Weighing Association.

Commissioner Staples had the stand during the morning session and testified according to the work of the Minnesota Commission, which has had jurisdiction over freight weighing in the state of Minnesota since the legislature of 1907, and also has supervised railroad scales. Commissioner Staples reported that the commission has weighed 10,967 cars, of which only 506 had the correct stenciled weight on them; 6,254 cars weighed in excess of the stenciled figures and 4,207 cars weighed less, according to the witness. The overweight on cars ranged from 20 to 12,000 pounds, while the figures showed that 261 cars belonging to one road had an aggregate overweight of 143,700 pounds. The logical inference is that shippers pay a great many thousands of dollars overcharges. The witness testified that he has found hearty co-operation from the railroads in his efforts to correct stenciled weights, and to repair and standardize scales.



PERSIMMON TREE IN THE OHIO VALLEY; DIAMETER SIXTEEN INCHES
(See page 24)

A considerable amount of information was brought out because of the fact that while the investigation was carried on according to regular form, anyone present was allowed to ask questions.

In his testimony Commissioner Staples read some statistics covering the work during the five years of the commission's activities in the supervision of track scales. He gave the number of scales owned by his road; the number of changes made and the result of such changes. In one instance a short weight of 18,100 pounds was found in a track scale, owing to binding. This is liable to cause, according to the speaker, either over-weight or under-weight; in running the car on the scales the impact might readily drive the platform down so that it would not return, or the binding might be so great as to prevent the platform from responding to the full weight of the car.

It was suggested by the examiner that it would be wise to notify shipper immediately after a car is weighed in order that he might enter any claim which he had while the carload was intact. This suggestion met with approval, and Mr. Staples further suggested that the original tare weight of cars should be determined and stenciled on the car under the supervision of the public service. He further suggested that these stenciled weights should be corrected at frequent intervals by means of official scales inspected at various points.

P. P. Rainor of the Western Railway Weighing Association was led to testify that his association has been a profitable organization from the railroad standpoint. The point was raised that inasmuch as the association was really favorable to the railroads it would seem reasonable that they should weigh all merchandise. The witness answered this, however, by stating that this would be impossible owing to the probabilities of its congested traffic. The witness further stated that with modern coupling devices, the frequent practice of weighing cars uncoupled, and while in motion, is sufficiently accurate.

J. S. Foster of the Chicago, Milwaukee & St. Paul road testified for his road. He stated that on the division of that system under his jurisdiction are employed five scale inspectors. These inspectors are instructed to test scales every ninety days, and in Minneapolis they are further assisted by the state commission with its test car. Mr. Foster testified that the practice of his road is to weigh cars without uncoupling, but that they are brought to a standstill on the scale. All cars are reweighed and restenciled after they come from the repair shop. Mr. Foster stated that in his opinion the weighing of cars while in motion is inaccurate.

Regarding stencil weight on cars, the St. Paul road reweighs all cars every two years, and if there is a variation in the stencil weight of five hundred pounds they are restenciled.

C. M. Boyce of the Western Weighing Association stated that an industrial scale is usually more accurate than railroad scales, inasmuch as they are more frequently inspected. Track scale service in Minnesota, according to the speaker, was better than that in almost any other state in the Union, because of the work of the Minnesota State Commission.

A. W. Trenholm, general manager of the Chicago, St. Paul, Minneapolis & Omaha Railway, testified that out of 5,598 reweighed cars on his road in the last two years there was an aggregate weight of 1,181,260 pounds over the stencil weight, and 1,836,619 pounds less than stencil weight. Corrections in increase in weight ran from 20 to 490 pounds, and in decrease from 40 to 2,200 pounds. This witness also highly endorsed the Minnesota commission.

Mr. Trenholm stated that wherever cars of lumber passed over two sets of scales they are check-weighed, and if there is a variation of one thousand pounds they are weighed a third time.

There is something materially wrong with the saw that needs water while at work. To free the teeth of gum or resin three drops of turpentine or paraffin are of more use than three gallons of water. Some operators use water to prevent the heating of saws while at work. Where such makeshift methods are practiced it simply indicates the defective condition of the tools and a deplorable lack of efficiency on the part of the saw trimmer.



Utilization of Hardwoods



ARTICLE SIXTY-ONE

MANUFACTURE OF MEAT BLOCKS

The one-piece meat block is by no means going out of use, but the built-up substitute is taking its place. With the change in style has come also a change in the wood most frequently used. The block has a place in every shop where meat is cut and sold, and the implements which accompany it as accessories are the saw for cutting the large bones, the knife for slicing and parting, the cleaver for the heavy hacking, and a stiff metal brush for cleaning purposes. Other tools and appliances belong with the meat block, but most of them are of metal. The skewer is of wood, and is a small peg employed in pinning together the rolled roast to make it ready for the oven. The block on which the meat is cut is the piece of massive woodenware under immediate consideration. It is a rather large affair, ranging in size from two to four feet in diameter.

It was formerly made of sycamore almost exclusively in the region where that wood was obtainable, that is, in the eastern half of the United States. The blocks could be and were shipped to all parts of the country. In California the butchers secured blocks from the species of sycamore which grows in the southern half of that state, and in Arizona and New Mexico a third species of sycamore supplied a rather small demand. The two western species are smaller than that which grows east of the Rocky mountains, and which reaches its highest development in the Ohio valley.

The use of sycamore wherever it was possible to procure it was so nearly universal as to suggest strong reasons for preferring that wood. Some of the preference may have been due to custom, but sycamore was best in a number of ways. It belongs in the class of so-called sanitary woods, that is, it contains no offensive odors, stain nor taste. Fresh meat is not injured by contact with it. Further, it is easy to keep clean. The impact of the cleaver, and the scraping of the scrub brush do not "broom" it—make a soft, pulpy mass of the surface. The fibers of sycamore are interlaced, rendering the wood very difficult to split, particularly after seasoning has taken place. This adds to the value of the block made of the wood.

These blocks are one-piece. They are bolts sawed from the trunk of the tree. Little other manufacturing is necessary to make them ready for use. If the bolt is of proper length it is stood on end and is ready. That was formerly the way they were made. In early times it was customary for meat cutters to go into the woods with ax and saw and cut their own blocks. Now the process is a little different. Sycamore of proper size is not as plentiful as formerly, and the butcher might have to go a long way to find a tree. Consequently, the blocks are cut and prepared by people in that business, and butchers buy them. Finishing touches are now bestowed upon them which were once not thought necessary. The rough block is placed in a lathe and it is given symmetrical form, and perhaps the turner's chisels and gouges cut a few ornamental rings, ridges and bands round the block to give it a manufactured appearance. It was once not unusual to see sycamore meat blocks from which the bark had never been removed.

The sycamore block now stands on stout legs. The old method was to cut the block of such length that it did not need legs.

One of the reasons back of the selection of this wood for solid blocks is its slight tendency to check in process of seasoning. That is important from the sanitary viewpoint, because a meat block with cracks soon becomes decidedly undesirable.

In recent years built-up butcher blocks have been crowding the solid sycamore from many shops; but the latter has not yet been dislodged entirely. Complete statistics showing numbers of each kind in use in this country do not exist; but the situation in Illinois is probably a guide to the whole country. Sycamore in that state is still far in the lead, in quantity of wood used. Most of it is in solid blocks, as formerly, although some of it is manufactured into built-up kinds. In the year 1910 Illinois manufacturers used 1,600,000 feet of sycamore and 700,000 feet of sugar maple for blocks and meat-cutting tables. The sycamore cost an average of $12.19 a thousand at the factory, and the maple $22.11. The low cost of the sycamore was chiefly due to the form in which the factory received it. It was bought in the log, and the price was for log measurement. The logs were sawed into proper lengths, and the blocks were finished in the lathe.

Most of the built-up blocks are of sugar maple, and they agree in size with the sycamore solid blocks. After wood of proper grade has been selected, the most important step in the manufacturing is the seasoning. When maple has been seasoned it possesses in a high degree the faculty of staying seasoned, that is, it is not inclined to absorb moisture from the air. This is important, because the air in a meat shop, owing to the presence of refrigerators and ice boxes, is usually very damp. A wood which takes up this moisture readily is not suitable for a meat block.

In addition to maple's low hygroscopic (moisture-absorbing) property, it is very hard. It resists the hacking and scrubbing to which it is constantly subjected. It is a suitable wood because it is easily kept in a sanitary condition. Impurities do not soak into it. The immediate surface only needs to be cleansed. Maple is white; it looks well, and that has a good deal to do with making it popular.

The one-piece maple block is sometimes used, or has been used, in the same way as sycamore; but that is not the usual style. A maple bolt large enough for a block is somewhat difficult to procure, in the first place, and in the second place it can hardly be seasoned without developing cracks and checks. The block constructed of many pieces may cost more, but if of maple it is worth more than if solid.

The maple intended for the meat block factory is cut in dimensions several inches each way. After a long period of air-drying, the dimension stock, either in lengths of several feet, or cut to the required size, goes to the kiln to complete the seasoning process, and remains until it is bone dry. The period required to complete the seasoning process in the kiln varies with the degree of heat; but some insist that best results attend a moderate temperature and a longer period.

The pieces are dressed to fit together so perfectly that the joints are scarcely discernible. The contact surfaces are then covered with a specially-prepared glue, and when the necessary pieces for the block have been placed in form, they are subjected to enormous compression, which sets the glue in the joints. Thus from many pieces a single block is made. The adhesion is so powerful that it is not possible to split apart the individual pieces. However, to be doubly secure, iron bands are often used.

The solid meat block is circular in form; the built-up article is frequently square. If it is of the latter form, the component blocks are reinforced with bolts from side to side instead of bands that encircle the round blocks.

There is apparently no search for other woods from which to manufacture this necessary piece of butcher shop furniture. Large sycamores are scarcer than they used to be, but the low price paid for logs of suitable size in Illinois does not indicate that they are hard to find in adequate numbers to satisfy the demand. It is not known that any other wood has been satisfactorily substituted for sycamore for the old-fashioned solid meat block, but doubtless others have been occasionally used. Black gum (*Nyssa sylvatica*) has been suggested as a likely substitute, but trees of proper size are not plentiful. The wood is as hard to split as sycamore, but trials only can determine whether it will answer in other respects.

Some other hardwoods may do as well for built-up blocks as maple, but the latter is satisfactory, and is as low in price as any other that could meet the requirements, and there is no active demand for substitutes.

Prima Vera and Its Uses

Prima vera (*Tabebuia donnell-smithii*—Rose) is an important timber tree growing throughout the southern states of Mexico and is quite common as far south as Peru. The wood is imported into the United States as Mexican, Peruvian, or white mahogany. It is also called jenicero or genesero, but its principal trade name is prima vera. The tree attains a height of from sixty to ninety feet and upward to four feet in diameter. It often has a clear trunk of from thirty to forty feet. The trunks are usually cut into logs twelve feet in length, which are rarely four feet in diameter. Unlike most of its associates in the forest, this tree sheds its leaves regularly every year, and the flowers are produced in great abundance, appearing before the leaves in early spring. Its profuse delicate yellow flowers stand out against the sky like golden clouds and render it one of the most beautiful trees in the American tropics.

The wood of a number of the other species of this genus, and certain closely related genera like *Tecoma*, *Godmannia* and *Tabebuiæmontana*, is sometimes called roble, which is the Spanish name for oak in Latin America. It is so named because prima vera is as durable as oak and is, therefore, often used in place of it. The wood is moderately heavy, having a specific gravity of .454, or about twenty-eight pounds per cubic foot. The heart-wood is light yellow or often almost white, turning somewhat darker upon exposure, rather soft, and not very strong, but is tough and more or less fine grained, dries without checking, and is very durable in contact with the soil.

The sap-wood is very thin, white, and is comparatively durable in contact with the soil. The durability of this wood renders it one of the most favorite woods in Mexico for construction purposes. It is also used to some extent for railway ties. Its most important use, however, at the present time is for furniture and interior finish. It is particularly adapted for furniture, not only on account of its fine and pleasing grain, but because it takes and retains a beautiful polish when properly filled and finished. It takes mahogany stain as well as any wood now used as a substitute for mahogany.

While prima vera has no well-defined annual rings of growth like those found in the oaks and chestnut, there are obvious zones or bands of pores in transverse section which separate the growth layers. These pores are somewhat more numerous than in true mahogany, but they are on an average smaller in diameter and invariably filled with a grayish coloring matter called tyloses by botanists. The pith rays are very numerous, but so narrow that it requires a pocket lens magnifying from four to six diameters to see them. These rays add no attractive figure to wood when quarter-sawed. The wood possesses a figure, however, that when properly stained makes it difficult sometimes to distinguish it from true mahogany. The figure arises from the fact that it presents the fibers obliquely on the surface in alternate longitudinal streaks about one-half inch wide, which gives it a mottled or clouded effect. These streaks give rise to a variety of lights and shades as the observer shifts his place, but is seen to best advantage in quarter-sawed boards. It is on this account that furniture manufacturers can so successfully imitate mahogany by the use of this wood when stained and polished.

The wood has been used extensively in making furniture for a good many years. In fact, prima vera was shipped into this country a long time before the tree was described botanically in 1892 by Dr. J. N. Rose of the National Museum. However, more than ordinary interest had attached itself to this tree long before he described it, because of the commercial importance of the wood it yields. It is held of more value in the United States than in the lumber markets in England. Even in this country it is not appreciated as much as it deserves, for it is seen too often in the cheaper styles of furniture. Prima vera presents a better appearance under poor finish than do a good many higher priced woods under the same treatment.

Prima vera is imported chiefly from Manzanillo in the State of Colima on the west coast of Mexico. The majority of the logs shipped into this country are cut into veneer in San Francisco and Cincinnati.

C. D. M.

Save Your Sawdust

In a business office in Baltimore, ranged along on shelves like similar containers used for displaying color samples by chemical or paint manufacturers, were rows of glass jars, stoppered and standing mouth downward and rounded ends up. All were filled with some sort of powdered or fine, soft, fluffy material in a variety of colors or tints; there were reds of different shades, and browns, and yellows; there was one lemon colored, and there were white and black; but these were not chemicals—they were all sawdust samples, shown in the office of a wholesale dealer in and manufacturer of sawdust.

In these finer forms sawdust is made of perhaps fifty different woods, and in varying degrees of fineness, to be used for a wide variety of purposes. Sawdust in all its forms, coarse and fine, has many uses, and common sawdust is sold in enormous quantities.

The sawdust familiar to everybody is that which is gathered from lumber mills and mills in which lumber is re-sawed in manufacturing. This common sawdust is used extensively on floors to take up dampness in sweeping. It is used also for packing bottled goods and for bedding horses, and in ice houses. Some sawdusts are screened at the mills to remove chips and sticks.

Sawdust combined with oil is put in packages for use in sweeping carpets, in place of the old time scattered tea leaves. Sawdust from various non-resinous woods is used in great quantities in the smoking of meats, and sawdust in the form of pulp is used in the manufacture of dynamite. Sawdust of various kinds and colors is now used, combined with cement, in making floors, especially in hospitals. Such floors, made with the material in a plastic condition, can be laid in a single piece, without cracks or joints, and so made germ proof, and they are more silent and easier to the tread than tile.

Among the better kinds of sawdust some are used for curious common purposes as, for instance, one of the uses for Spanish cedar sawdust, which is very light, is for packing even cheap chemicals contained in glass shipped over long distances, and where weight would count in the freight cost.

Freight rates must be taken into consideration in bringing the common sorts of sawdust into the city for sale; yellow pine sawdust, for example, cannot be brought profitably from a distance of more than a hundred miles. There are fine sawdusts that are brought from various more or less distant points, but most of these may be gathered here. From the city's many mills and factories, sawdust is gathered in great quantities of the commoner or more familiar kinds of lumber, as hemlock, pine, and spruce, cedar, hickory, maple, yellow pine, and so on; and there are few woods that have been brought into use in the world anywhere but what also are sawed here in cabinet work and in various other forms of production.

Manufactured sawdust is made, not by sawing up lumber expressly for that purpose, but by the treatment of sawdust gathered from the various factories in which the woods were sawed. Some of these sawdusts may be originally very fine, as those cut by fine toothed saws in cutting veneers from fine woods, but all are subjected to treatment.

In a factory of his own the sawdust manufacturer grinds these sawdusts into fine powders, or powders of coarser grain or into a

fine feathery pulp. All these manufactured sawdusts, varied as they may be in their tints, are produced and sold in their natural colors, as they appeared in the various attractive forms in which they were seen in the sample jars in the manufacturer's office. Some of the uses of these various manufactured sawdusts are trade secrets with their several users.

Manufactured satinwood sawdust is used in the preparation of pastel boards for drawing purposes. Sawdust of briar wood is reworked for more special uses. Lignum-vitæ sawdust is put to some chemical uses.

The heaviest sawdust is that of ebony. This sawdust is black in color, though even in the ebony sawdust there are traces of tiny white fibres. The ebony is not a large tree and its wood is not black throughout; its sap-wood is white, and it is particles of this sap-wood that appear in the sawdust, mingled in the sawing. To the eye, except on close inspection, ebony sawdust appears black.

The whitest of all sawdusts is that of holly, which is manufactured into a very fine pulp form. Holly sawdust is used for floor material and also in the manufacture of some grades of wall paper.

There is a manufactured sawdust called lemon sawdust, which is not made from the wood of the lemon tree, but which is in tint of a clear bright lemon color. This sawdust is used for the same purposes as satinwood. Manufactured rosewood sawdust is of limited use. Various mahogany sawdusts, including white, are used more extensively for various purposes. Sawdust of vermilion, which is a bright red mahogany from the East Indies, is used in making composition floors, sometimes for color squares, in cases where such floors are not laid in a continuous unbroken piece.

One dealer in Baltimore, who in a separate factory building manufactures all the various kinds of sawdusts of fine woods, has now in stock in one big warehouse 130,000 four-bushel bags of sawdust of the various ordinary kinds, veritable piled up mountains of sawdust, while under contiguous sheds there are hills of loose sawdust to be seen, including one of fragrant cedar. In a spacious loft of the warehouse there was spread out on the smooth floor over one broad expanse to a depth of about six inches fine maple sawdust, tons of it, drying. Sawdust for some uses must be air-dried before shipment; if it were shipped damp it would oxidize and turn black. In another section of this loft was spread out for drying a similar broad expanse of boxwood sawdust.



Woods Used in Saw Handles



Although one is not apt to think of the apple tree as a source of timber, as a matter of fact at least 2,000,000 board feet of apple lumber is manufactured annually into saw handles. This, too, is about the only important use to which it is put, though small amounts are made into smoking pipes, and miscellaneous articles of turnery. The wood was formerly used for shuttles and gave excellent satisfaction, but has been entirely superseded by persimmon and dogwood. As a fuel wood apple has few superiors.

Apple wood is usually the product of old orchards which are removed on account of age. Owing to the inroads of pests of various kinds during the last few years, a comparatively large amount of apple timber has been offered for sale, especially in the Middle West, where old trees are being replaced by new. The supply of this timber comes from Kentucky, Ohio, Indiana, Illinois, Michigan, Pennsylvania, New York, Delaware, New Jersey and Maryland.

Small lots are occasionally imported from Canada. It is interesting to note that when the collectors inspected the shipments they assessed it as "cabinet wood not further manufactured than by sawing." The importers were dissatisfied with this classification and succeeded in convincing the collectors that apple wood is never used for cabinet making purposes, but almost exclusively for saw handles. The Board of General Appraisers sustained the importers' contention and the wood enters as plain lumber.

Apple lumber is sawed from butts which run two feet or more in length, occasionally reaching eight feet long. Bolts less than thirteen inches in diameter are ordinarily not used, "for the reason," as a manufacturer explains it, "if the butt is smaller than that the wood is worthless for making saw handles, since a certain width clear of heart is required."

Sometimes logs are shipped to the factories and sawed there. More often the manufacturer buys the material sawed into lumber from 6 to 6½ inches wide and 1⅛ to $1\frac{3}{16}$ inches thick. The length of piece required for a saw handle is nine inches.

When the timber is first cut it has a reddish yellow color. It is customary to subject it to a steaming process, which reddens and deepens the color and renders it more uniform. To secure the best results the steaming must be done after the timber is cut and before the sap is dried out. This is accomplished by placing the green wood in a tightly closed box or room and subjecting it to the action of live steam for a period varying from thirty-six to seventy-two hours, depending on the length of time the timber has been cut; the greener the material the less time required in the steam box to get good results. After steaming, the lumber is piled in the open and air-seasoned for from two to three years. Before being used it is thoroughly kiln-dried.

Following is a brief description of the processes of manufacture of Disston handsaw handles: "The thoroughly seasoned lumber is planed down to an even thickness and then sawed into small pieces, generally of such size that two handles may be made from each of them. The markers then trace the shape of the handles with lead pencils around sheet steel patterns. They are then cut out by the band saws, after which a hole is bored in the center through which the jig saw enters and cuts out the center piece. They are now sent to the 'nosing' machine, where the nose is shaped. 'Jimping' is the next operation. In this the roughly cut handles are brought into contact with swiftly revolving cutters, and the edges are rounded. The handles now pass on to the filers, who work them into the finished shape. This is followed by sand-papering on belt machines. The next step is varnishing, after which comes 'slitting,' as it is termed, or the process of sawing the slot in the handle in which the blade rests. In connection with this operation the handles are bored and countersunk for the bolts or screws. If the handle is to be carved that work is now done, after which it is taken to the polishing room.

Apple wood, being hard, of very fine and uniform texture, capable of receiving a high polish though of little natural lustre, is very well adapted for handsaw handles. The deep, uniform color makes it attractive and the trade has become so used to the wood for the better grades of handles that none other is considered satisfactory. The price of the material is so high, however, that for the cheaper saws beech is a common substitute. What beech lacks in natural beauty and high polish is offset for general utility by its greater strength, toughness and vitality. Other woods used for handsaw handles are black cherry, red gum and maple and, where specially ordered, black walnut and mahogany. Handles for long or cross-cut saws are made principally of beech and maple, though some few are of hickory.

In a government report on the wood-using industries of Michigan, it stated that 50,000 board feet of apple wood is used annually for handles. "The only wood in the whole industry (handle) costing an average of $50 a thousand feet was apple, obtained in old orchards where the trees are no longer profitable for fruit. Apple wood is peculiarly fitted for saw handles and most of it is put to that use. Black cherry is employed for the same purpose, but in Michigan it costs $14 a thousand feet board measure and is much cheaper than apple wood."

S. J. R.



WHERE LAKE AND FOREST MEET



TYPICAL ALASKAN HOUSE



ON AN ALASKAN WOODS TRAIL

In Far-Off Alaska

In connection with a recent consular report drawing attention to the lumbering of Alaska, some interesting facts are recalled as to the forests of that great peninsula.

The annual lumber-cut of the coast forests of Alaska, it is stated, is about 27,000,000 board feet. This consists wholly of spruce, since hemlock is little used. There are about twenty-five sawmills on the coast, at Cordova, Juneau, Katalla, Ketchikan, Petersburg, Seward, Sitka, Valdez, and Wrangell, as well as other points. Most of them are rather crude in character and of small capacity. Perhaps more than one-third of the output is used for salmon-cases, and much of the best lumber goes into them.

The southern and southeastern coast of Alaska has a much greater timber supply than there is any reason to think will be needed locally for a long time to come. The total stumpage is large, much of it over-mature, and the proportion of hemlock too great. The timber should be cut and utilized as soon as possible and the spruce, which is more valuable than the hemlock, should be given an opportunity to increase. Under present conditions, with the well-known ability of the hemlock to reproduce under shade and upon decaying logs and debris, it has an advantage over the spruce.

The Alaskan coast forests do not contain timber of either as high quality or as great variety as grows in Oregon and Washington, and there is little likelihood that lumber from this coast will compete largely in the general market with lumber from those states. In fact, some lumber used in southeastern Alaska is imported from the Pacific coast states; but good management on the part of the Alaskan mills should enable them to supply the home demand for common kinds of this lumber. While Alaska may eventually export considerable material of this sort, it must continue to import timber like Douglas fir for heavy construction work. Utilization for other purposes than lumber should be encouraged. The most promising of these is pulp. Both the spruce and hemlock are undoubtedly good pulp-woods, and, taken together, they comprise almost the entire forest.

In that connection, interest attaches to these Alaskan forests, as the traveler sees them. Behind Seward the mountains wear such forests, and a picturesque trail leads through cleared land, still covered with logs and stumps. The wild currant is prolific here, so is the fire-weed, while ferns are ubiquitous. One plucks the ripe currants eagerly as he makes his advance.

Then he comes to the jungle of forest. Numbers of large, white tree-trunks are on every side. Nothing poisonous grows in Alaska and so one can venture in without fear. Behind, there towers the tall, forest-covered mountain, with the trees rising to a greener area above, which indicates the pampas. Ripe huckle-berries fringe the way, and of these, as of the currants, folks make jelly here. The Solomon-seal, too, appears, and its berries are ripe in August. Logs lie helterskelter where not covered by fern, and give a woodsy smell to the place.

Where one gets well into the woods, it is a comfort to know there are no snakes on the peninsula, for this seems just the place for them. Huge moss bunches hang on the boughs, a green velvety cover, in long trailing festoons, adding beauty to the forest. The foot sinks deep into mossy beds. Right beside it are other ferns; more wild currants overhang the mossy logs.

Sometimes one gets into deep cedary tangles and the way grows steep. There, in particular, the ferns are beautiful. Now and then a log is found, set to mark some claim. Sometimes the sun is seen peering through above or between the trees, and mountains are seen across the valley. One's heart beats fast as he climbs this typical Alaskan trail, so soft underfoot, thanks to the pine needles. There's a handy rock on which to rest, and on this the traveler puts the date of his coming. A waterfall pours down near by. It is soon to be harnessed for its power. The climb was hard, and you are glad of this chance to rest.

You have a splendid idea of what it means to "mush" to the timber camps of Alaska. At your feet, not only the currants and fern, but a wild strawberry grows, and the moss is thicker than ever. You are warm from the climb, but this was as naught to what is to follow. A terrific ascent in the forest leads on to the timber line. Then there comes a tall pampas above—but that is a tale in itself.

FELIX J. KOCH.

Dagame of Commerce

Dagame (*Calycophyllum candidissmum*—D. C.) is a tropical American wood that has recently gained commercial importance in this country. It is the product of a middle-sized tree of from forty to sixty feet in height and from twelve to eighteen inches in diameter at the base. The trunk is often from thirty to thirty-five feet to the first branches and is usually more or less furrowed. It is covered with a reddish and very thin bark, which scales off in long strips or in thin flakes. Dagame is a native of the West Indies, Central America and the northern part of South America. In Cuba it is generally known under the name of dagame; in Central America it is called salamo; in Costa Rica it is known as the madronos, and in Panama the name alazano is given to it. The wood is of a light-brownish yellow color, very hard, heavy (about fifty pounds per cubic foot), very strong, tough, elastic, and exceedingly close and fine-grained. It works fairly well and takes an excellent polish. After the wood is thoroughly seasoned it will warp and shrink very little, and is said to be very durable in contact with the soil.

The wood has recently been shipped into this country in the form of spars and is entered under the name of dagame spars, which are used in the manufacture of fishing-rods, and will probably take the place of tonquin wood (*Dipteryx odorata*—Willd.) and wallaba (*Eperua falcata*—Aubl.), both of which are from British Guiana and are coarser grained than the dagame. It is used for all purposes for which the true lancewood or yaya (*Guatteria virgata*—Dun.) is now employed, and is frequently referred to in the trade as West Indian dagame or lancewood. The yariyari (*Duguetia quitarensis*—Benth.) found in British Guiana has latterly been introduced into the English markets as a substitute for dagame and the true tropical American lancewood, but this wood can be distinguished very readily from dagame and true lancewood by its numerous ladder-like cross-bars of soft tissue between the pith rays which are very fine.

C. D. M.

About the Humble Bung

Consider the bung.

The bung is the blushing violet of the wood specialty field. Modest, unobtrusive, it performs its work, and it is seldom that the calcium light is thrown in its direction, or that industry stops to give to it the meed of praise which it deserves. But regarded as a commercial proposition, the bung is some product. Like the pin, nobody knows what becomes of it, and yet it takes millions to supply the demand.

A lot of time and thought are spent on devising the best plans of making tight barrels. Manufacturers of machinery for making staves and barrels have worn permanent corrugations in their lofty brows figuring out new ideas, and incidentally providing a round hole for the bung to stop. Few of them, however, have ever thought much about the bung itself. It has been taken for granted.

Every little barrel has a bung-hole all its own, and consequently needs a bung to stop it, once the package is used for the purpose intended. But this is not all. The barrel frequently lasts for many successive uses, and each of these require a new bung. Thus the whisky barrel, that aristocrat of the tight package field, can be utilized but once by the distiller, but after it passes from that industry it goes to the vinegar, pickle or oil handler, and requires a brand new bung in order to carry out its work in the new field to which it is introduced.

The beer-keg, as most lumbermen know, is a busy little worker, lasting for a couple of years or more, with recoopering, and after the thirsty consumer has emptied it each time, back it goes to the brewery—but minus its bung. Therefore the brewer is a regular customer of the bung manufacturer, and the quotations on bungs, f. o. b. the Braühaus, as we of the Vaterland have it, are studied just as carefully as the stove founder looks at pig iron prices.

The bung is one of the most versatile members of the forest products family. Instead of being exclusive and snobbish, as for instance, the whisky stave is, and insisting that only one wood is good enough for use in its production, the bung embraces them all with a wide and inclusive affection that bars the gates to no wood that has enough clear material to fill the bung-hole in a tight and workman-like manner. In fact, while the bung is usually made of poplar, it is not unusual to find oak, gum, cedar and even pine figuring in its manufacture. Poplar, however, is the father of the bung, and Mr. Poplar Bung is the most important member of the Bung family circle. Oak Bung is a rather sizable youth, but Gum Bung and his little brothers are merely small shavers who are given a place at the second table and not allowed around when company is present. That, however, doesn't affect the truth of the statement that bung manufacture permits the use of a wide variety of woods.

It is rather surprising to the uninitiated to learn that the bung requires a pretty good grade of lumber. At first blush it would seem that the bung producer would make money by buying up low-grade material, working up the good and throwing away the rest, since a bung of standard dimensions is $1\frac{1}{8}$ inches across the top and is one inch in height, so that not a great deal of material is required to make it. The bung factory manager has evidently learned by experience that the losses through waste, as well as the expenses of handling and inspection, are so great as to justify him in specifying a rather good grade, and consequently the bung gets No. 1 and No. 2 poplar, for instance, and correspondingly good quality in oak, gum and other woods which are used in this business.

The board which goes into the bung factory must be clear, and must be without sap stains or worm-holes. Poplar is easier to get in what might be called the "bung grade," and this may account for its precedence in the matter of consumption. It must be a lot of satisfaction to the kings of the poplar forests as they expand to magnificent height and develop trunks which are round and plump and straight, to realize that their choicest boards, next the heart, may one day find their way into that most exclusive of manufacturing plants, the bung factory.

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While the bung itself is a hail-fellow-well-met, those who are interested in him are not of that type. They require that the lumber which is seeking preferment in the choice business of bung manufacture must stand more rigid inspection than almost any other class of material, and the board which crosses the factory threshold has been given, in effect, a passport to the 400 of Bungdom.

In the same connection it should be noted that the factory processes of bung production are not generally known, for most of them are controlled by secret devices which their properietors are not desirous of making public. In fact, it is said by some that one of the largest bung plants in the country, which has made millions for its owners, is not only closed to visitors, but is not even viewed by employes who are not needed in the operation of the machinery. The latter is specially designed for the purpose, but it is said that it has not been patented because of the fear that others might adapt the idea and thus get in a position to utilize similar machinery. As the field is necessarily a limited one, these precautions are worth using.

The standard bung, as stated, is $1\frac{1}{8}$x1 inch in dimensions. There are a great many bigger bungs made, however, some huge casks requiring bungs that have a longitudinal diameter of four inches. As a rule though, inch lumber is the thickness usually bought, while two, three and four inch stock is purchased in smaller quantities for the purpose of taking care of special orders for the more important and heavyweight members of the Bung domicile.

It is a little puzzling to figure just how many bungs are produced. If one were to base an estimate upon the requirements of new barrels alone, the figures would not be impressive. There were 355,000,000 tight barrel staves made in 1910, and assuming that the average requirements per barrel involved 20 staves, this meant that not quite 18,000,000 barrels were made. In the same year 26,000,000 sets of heading were manufactured, indicating that the barrel production was somewhere between the two figures just noted.

These figures cover new barrels only, while millions of old barrels are constantly requiring reinforcements in the way of additional bung supplies. The beer trade alone must be an enormous consumer of bungs, while the various classes of trade which use and re-use their packages are proportionately larger consumers than those which use a barrel but once, as in the whisky distilling business. In the rehandling and rectifying of whisky, of course, the barrel may see additional service, so that in this trade alone there are a lot more bungs needed than the known production of whisky packages would suggest.

With this in mind the estimated production of a large bung factory in an Ohio valley city is easier to understand. It is said to consume close to 10,000,000 feet of lumber a year, most of it poplar and oak. Figuring on the basis of the standard bung dimensions, there would be a production of thirty bungs per foot, allowing for waste. On this basis the production would amount to 360,000,000 bungs a year—a truly amazing total, which makes the modest bung a commercial factor of more than ordinary importance. These figures may be out of line somewhat, but inasmuch as they are based on the operations of but one plant, they show pretty plainly that the bung business, taken as a whole, and considering that it is based on the requirements of so insignificant a thing as a barrel-hole, is some business.

Milton, the blind poet, wrote something in his later years which pointed the thought that inactivity does not necessarily mean idleness. He realized that the fallow mind may conceive and create some great production which would have been impossible had the ordinary affairs of life engrossed it. He felt, therefore, that he might truly say of himself,

"They also serve who only stand and wait."

The lumber poet may disdain composing a sonnet addressed to the bung; yet it is deserving of some such treatment, and of having its virtues handed down to posterity in enduring fashion. While the bung plays a minor and inconspicuous part, unaggressive, yet steadfast and efficient, it bears out the truth of the Miltonic declara-

tion that service is not a matter of active effort, but may consist of calm and patient bearing of the load. The bung, especially in its relation to the booze-barrel, holds many a load in place, so that the quality of its service and its intimate bearing on the needs of mankind are undisputed.

Consider the bung.

Important Brazilian Woods

An increasing demand for Brazilian woods on the North American market calls for a complete knowledge of their trade names. Dealers import logs of a certain kind into this country under a given trade name, and if the wood is regarded favorably among wood users, other shipments of the same kind will be made under its original name. If the wood is plentiful and easily accessible but does not possess the qualities that are most desired, further imports will be made under an entirely different name. Sometimes the commercial names of such woods are English translations of the Spanish or Portuguese local names, though more often the unfamiliar Indian names are chosen.

The important trees of Brazil have a wide distribution, often extending over an area in which a great many different dialects are spoken. The best known trees from Brazil are those that yield timber, resins, dye stuffs, rubber, nuts or fruit. Among those may be mentioned crabwood (*Carapa guianensis* Sweet.), arnotta (*Bixa orellana* Linn.), divi-divi (*Caesalpina coriaria* Willd.), brazil nut tree (*Bertholletia excelsa* Benth.), avacate (*Persea gratissima* Gartn.), sweet sop (*Anona squamosa* Linn.), etc. All of these have a host of names in the different provinces, as well as on the market. Only the very well established and most useful kinds adhere to one trade name, as in the case of the rosewood (*Machaerium* sp.). With woods of this kind, however, a number of other and often inferior species are being cut and placed on the market as such. This complicates trade nomenclature to such an extent that dealers cannot always be definitely sure as to the kind they are getting when they order a particular wood by its common name. Jacaranda, for instance, is a name applied to the wood of no less than four generically different trees, and about twelve different species of woods are cut and sold as the only genuine rosewood.

It is interesting to observe the meaning of certain prefixes and suffixes that are so frequently employed in building up the local or trade names of Brazilian trees. Such affixes often appear in a great many different forms in spelling and in meaning. For instance, the word uba (meaning tree) is often spelled iba, hyba, ira, neba, yba, igba, and ygba. Forms of this affix are found in bicuiba, bicuhyba, and boeuuba. The etymology of a good many plant names is, however, so obscured that it is almost impossible to determine the words from which they are derived. *Chrysophyllum cyphloeum* Ried. is called *buranhem,* which is a word derived from *umira* (umbira, ybira), another word meaning tree, and from *eem*, sweet, a property of the bark. A species of *Zanthoxylum* is known as *tembetaru,* which is a word composed of three other words. The tree has very hard, sharp thorns, used by the Indians for piercing holes through ear lobes and lips. The name is, therefore, derived from *tembe,* meaning lip, *ita,* stone or hard, and *u,* a contraction of *uba,* tree. *Tabebuia,* a generic name of a bignonaceous tree, is derived from *tacyba,* ants, *iba,* tree, and *bubuy,* to float, on account of the lightness of the wood, in which ants are found. Sapicaja (*Lecythis* sp.) comes from *sapia,* an egg, and *acaja,* a forest tree (*Spondias venulosa* Mart.), with edible berries, which is to represent a bird's nest with eggs.

A collection of these common names affords more than usual interest, and importers of lumber may find invaluable assistance in a well selected list of commercial or trade names of some of the important timber trees of Brazil. A short list of scientfic names of important Brazilian trees with their corresponding vernacular or trade names is given below:

Botanical Names	Trade Names
Anda brasiliensis	Anda, Anda-acu
Andira rosca	Andura babajari, pobura, angetim lusit, andira, and ibiajariba.
Araucaria brasiliensis	Curi, curi uva.
Astronium fraxinifolium	Uba-tan, yva-taa, iba-tan, goncalo alex.
Attalea humilis	Anaja-mirim.
Avicennia nitida	Sereiba-tinga, mangue branco, cereibuna, cereitinga.
Bartholletia excelsa	Nha, nia, castanho do maranhoa.
Bixa orellana	Rocu, urucu.
Bowdichia virgilioides	Sapupira, Sepibira, Sepepira, sebipira, sebupira, sepepera, sucopira, sucupira, cebipira.
Brosimum aubletii	Paida, snake-wood, leopard, letter-wood.
Brysonima verbascifolia	Mureci, murici, boyrizi, murusi, murecicuacu.
Caesalpina coriaria	Divi divi, libi, dibi.
Caesalpinia echinata	Araboutan, pao-Brazilian Lusit, Lima, Nicaragua, Pernambuco-wood, Bresil de St. Martha.
Carapa guianensis	Carapa orcara po, Y-andiroba, crabwood.
Caryocar butyrosum	Piquia, piqui, piki, piquihy, tatajuba.
Caryocar glabrum	Tatayonba.
Cassia brasiliana	Geneima, jeneuna.
Chrysophyllum cainito	Guapeva, caymito.
Chrysobalanus icaco	Abajeru, goajeru, goajuru.
Copaifera publiflora	Arrate, amaranthe, bois violet.
Crescentia cujete	Choite, cuieyba, cuegyba, cuyete.
Dipterix odorata	Cumaru, cumbaru, cumbary, niob.
Dipterix pteropus	Baru, cumbaru.
Feuillea trilobata	Nhandiroba.
Genipa brasiliensis	Genipapo, janipabo, jenipapo.
Guazuma ulmifolia	Ibixuma, mutamba, motamba.
Hura brasiliensis	Assacu, ouassacu, oassacu.
Hymenaea courbaril	Simiri, courbaril, algarrobo.
Ilex paraguariensis	Congonha, mate.
Lucuma caimito	Abiu, abi, abi-iba.
Lucuma lasiocarpa	Abiu-rana.
Lucuma mammosa	Palata.
Machaerium firmum	Jacaranda piranga, jacaranda roxa.
Machaerium incorruptible	Jacaranda-una, jacaranda preto.
Machaerium scleroxylon	Jacaranda-tan.
Melanoxylon brauna	Parova una, parovuna, brahuna, guarauna, barahuna, parova-una, parova preta.
Miscolobium violaceum	Cobiuna, caviuna, caa-bi-una.
Peltogyne guarabu	Guarabu, gurabu.
Persea gratissima	Abacate, abacati, avacate, avagate.
Platonia insignis	Bacoropary, bacuri in Para, ibacurupari.
Pothomorphe sidaefolia	Aguaxima.
Rhizophora mangle	Apareiba, mangle vermelho, guaparaiba, mangue vermelho in Brazil.
Spondias tuberosa	Ambu, imbu, umbu.
Trichilia catigoa	Caa-tigua.
Wullschlagelia sp.	Agapurana, acapu-rana.
Xylopia frutescens	Pegrecou, pinduiba, embira, imbira.

C. D. M.

Grand Scenery Made Accessible

It is estimated that half a million people go into the national forests yearly for recreation purposes, and an enormous increase in the number is looked for in the future. The national forests are principally among the wildest and most picturesque mountain ranges, where attractions are many. The government is yearly adding hundreds of miles of trails to facilitate the administration of the property, and these paths increase the accessibility of the most attractive regions. Tourists are finding this out, and are making pleasure grounds of many remote districts where formerly no one except the hunter and the prospector went. The rules to be observed by tourists and campers in the national forests are few and simple and in no way interfere with the freedom and enjoyment of the visitors. Many of the grandest mountains, lakes, and rivers of the country are thus being brought within reach of those who are eager to enjoy them, and they will soon understand why it is that they should fall in line with those who "see America first."



Adopting Insurance Methods



Lumber and life insurance are not very closely related, strictly speaking, but both of them are regarded by members of those callings as unusually hard selling propositions, statements which as a rule are capable of demonstration. It is for that reason that the recent assertion of a large life insurance agency manager, made in the presence of a member of the hardwood trade, attracted attention.

"My best customers are the people already on my books," said the life insurance man. "You might think that once a man had purchased insurance protection, he would be permanently out of the market, at least for a long time to come. But, as a matter of fact, we get a large proportion of our 'new business' from our old policyholders, both directly and by means of leads to prospects secured from the people we are already serving."

The hardwood man had to admit that he had no definite system for producing additional business from old customers, although they were regularly solicited, either by mail or through salesmen. And as a matter of fact, he confessed, not a very impressive proportion of his trade was developed from those who had been buying previously, so that it required constant effort in the way of digging up new sources of custom in order to keep the volume of business up to the mark.

"Your plan is a good one," he conceded, "and I think I'll see how it can be worked in our business."

He returned to his office, studied the proposition carefully and then began the institution of a new system, designed simply for the convenience of the selling department, and intended to give information which had not been provided previously.

Every customer who has dealings with that concern is now made the subject of a card in an index system. It has nothing to do with the bookkeeping or accounting department, but is used exclusively for selling purposes. The record shows the amount of lumber purchased, with the kind and price; the features of the shipment, if any; the treatment of the shipment by the customer, and whether there was any complaint as to the grade or the delivery. In other words, each transaction is skeletonized, so that at any time in the future it is possible to run through the cards and see how business with each customer has been running.

It was pretty hard to dig up much information as to business more than six or eight months old—that is to say, in building the index scheme entirely afresh. The ledgers and the correspondence files had to be gone through to get all the facts. After the selling file began to assume age and volume, however, it was easy to maintain, and was of constantly increasing value.

The system was indexed in three ways: first as to the names of customers; next as to their location, and third as to the nature of the purchases. In the latter division the "mixed car" file proved particularly valuable, as reference to it enabled the concern to move a lot of odds and ends of stock which were not available for carload business. For example, the dealer found that he had a lot of stock of that kind on his hands, some oak, some ash, some poplar and some chestnut, and while there was a good deal of it in the aggregate, it was badly broken as to dimensions, grades and lengths.

He referred to his "mixed car" file, which, as might have been expected, consisted largely of planing-mill owners, who usually require a variegated shipment. By writing a dozen individual and personal letters to people of this kind, who had bought lumber previously and had been satisfied with it, and explaining that the stock on hand was practically identical with the lumber shipped previously, he was able to get several handsome orders and to clean up his broken stocks in rapid-fire order. Furthermore, he had the satisfaction of knowing that the lumber was well sold, that it went to people who needed it, and that he would not have to hold it in his yard awaiting sufficient receipts of the same kind to make up sufficient quantities to sell in carload lots.

In this connection it is probably true that the average hardwood man is inclined to neglect the planing mill proprietor, chiefly because the latter buys only small lots of any one kind of lumber. His business in the aggregate is heavy, and even though he may be cutting up more pine and other soft woods than he does oak, his acquaintance is worth cultivating, and his business worth going after, particularly when, as suggested, his plant may be the outlet for stock which could hardly be handled to advantage in any other way.

The advantage of the index developed frequently when a car was rejected for one reason or another. Ordinarily a dealer resorts to his memory to locate someone who is likely to be in the market for lumber of that character, or else refers to some business directory for suggestions. Most of the names secured in the latter are usually of people who are comparative strangers, in a business sense. Thus the advantage of being able to look up in the house file the names of actual customers who were close at hand, and could take over the lumber without much difficulty, was considerable.

The dealer who used the plan said that he often found frankness to be the best possible plan in getting rid of a car which had been turned down.

"Frequently," he explained, "I do not even have to call in a salesman, who may be busy several hundred miles away, to move the car. I have often, after consulting the file, done a little long distance telephoning, talking with people with whom I had done business before. I have explained the delivery of the car, and have frankly stated that the customer to whom it was billed had not been able to use it.

" 'Now, I can let you have this lumber at a low price in order to avoid the expense of shipping it to some other point,' I suggest. 'If you can use it, it's a bargain.'

"And usually I land the order, giving the customer a concession in the price, and at the same time time saving money which would have been spent in railroad fare and hotel bills, car service charges and other expenses which accrue when you have a high-priced road man fooling around with a rejected car and trying to find a buyer for it."

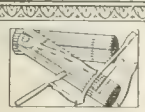
A feature which this concern worked out to advantage was the matter of freight charges, as well as the freight rate, applying on a given shipment. Thus, when a customer was offered another chance to buy, it was not with the statement, "This car will cost you $30 a thousand, f. o. b. our station," but, "We can deliver you this lumber at $38 a thousand," or whatever the freight rate happened to show was the correct price. While variations in weight caused the estimates to alter, one way or the other, in a few instances, it was not sufficient to affect the sale, and the buyer appreciated the convenience of purchasing the stock on a delivered price. He wasn't put to the mental discomfort of having to figure the rate for himself, and he knew immediately whether the delivered price was one that would make the purchase worth while. This may seem a microscopic point, but it is just another one of those little sales helps which combine to land business.

One of the big things to be considered in operating a system of this kind is that while staple items are comparatively easy to sell, trouble comes in getting rid of the odd assortments. The expense of doing business is reduced if these special lots, for which there is a consumer somewhere but not everywhere, can be moved expeditiously. This means, then, that the man who can use a certain kind of lumber must be located, and that he must be kept in touch with. If the lumberman goes to him each time with an offering of stock which the consumer can use, and which the lumberman knows he can use, from past experience, there ought not to be much friction generated in accomplishing a sale. Both people concerned are benefited; whereas if the lumberman adopts either of the alternatives of allowing the odd stuff to pile up on the yard or attempting to sell it to the general

trade, without discrimination, it is a moral certainty that he is not going to make much money out of the lumber.

The plan involves study of the stock on the yard just as closely as it requires study of the requirements of the purchaser and the experience of the concern with each customer. Frequent inventories and careful analysis of the trend of trade as disclosed by the stock-sheets help immensely in suggesting along what lines effort should be concentrated. As one lumberman said not long ago, "Unless you do something of that kind, your salesmen will insist on deluging you with orders for the things you haven't got." Watching the yard and selecting the probable buyers for each class of lumber you have on hand—instead of for just any lumber at all—will conserve sales effort and assure profits.

G. D. C., Jr.



The Handle Trade



WITH THE HANDLE MANUFACTURERS

Good men are essential in all lines of wood work, but it has always seemed to me that in the handle industry, especially the broom handle line, the hardest of all positions to fill and keep filled is that of inspector. Lathe operators are hard to get also, but if you have one good operator you can get along with mere feeders on the rest of the lathes, and let the good man take care of and keep up the other lathes. Not so with the inspection room. There the inspector is practically alone at his rack, and it is impossible for any one else to keep track of him and correct his mistakes, without a system of double inspection, which is out of the question. One would naturally suppose that a man who had made brooms for a number of years, and was familiar with the use of the different grades of handles, would be the proper man for this position, but such is not the case.

The most unsatisfactory man whom I ever tried out at the inspection rack was an old broom maker. The difficulty lies in the fact that most broom men, while they will insist that the grades of handles must be perfect, will take the No. 1 handles, that allow of a slight defect that will be covered up by the broom and the label, and use them, instead of the extra handles, on their best grade of brooms. They do the same with the No. 2 grade, as some of them can be covered up also. In fact the average broom man, when making brooms, will look only at defects that cannot be covered up. Yet when he buys these handles they must be perfectly graded. Now if this man accepts a position as inspector in a handle factory he would want to grade the handles as they are really used, and if he did the manufacturer would not be able to sell them, unless on the basis of a lower grade. A first-class handle grader will not only watch his stock for little defects, but will also test every handle for strength and will straighten every one that is the least bit crooked—and that means practically all of them, as it seems almost impossible to rip up lumber, either dry or green, that it will not spring some afterwards, and the lathes will follow the curve of the square. This means that the handle, when finished, will show a slight curve. It is the duty of a good inspector to get this curve out and to see that the bundler ties the handles up in such a way that they will remain straight.

To be a good inspector a man should first serve a few years in the factory and know just how the handles are made, and then he should work at the bundler's rack for a year or so. By close watching of the different grades of handles that are being bundled he will gradually become acquainted with what the different grades mean and what should go into them, and will soon be able to help his inspector a great deal by throwing back such defective handles as may slip by. No man is perfect, and handles will get into the wrong grades, even with the best inspectors on the job.

The inspector must be a man who is cool-headed and quick to decide, for when he has from a thousand to fifteen hundred handles passing through his hands every hour and must look at every handle he has no time to deliberate but must decide the instant he touches a handle what grade it is to go into. In fact he should be so trained that his hands will throw the handles into the proper tills while he is looking at the next one. His is one of the most responsible positions in the factory, as his is the chance to make or break the owner. The handles must go out properly graded or the office will hear of it very soon from the broom men. If he grades too closely with the low grades then there will be too many culls, and the profit will suffer. I have known of cases where the inspector was practically between the devil and the deep sea; the sales manager demanded that he give low grades to help the sales while the superintendent would demand that he make more of the high grades and not so many culls.

The wisest thing that a factory owner can do is to secure a good inspector; be sure that he understands his calling, and then give him a free hand. He has enough troubles of his own without being told how he ought to grade the handles, possibly by those whose chief interest is to make a big showing regardless of final results. There is no doubt in my mind, and it has been proven by years of experience, that it pays best to do honest grading, and keep the grades up to the standard you have set. Then your trade will know just what to expect and will know that every order for a certain grade of handles will be filled with just exactly the same stock as former orders. This is really the good will of the handle business, and the whole thing rests with the inspector at his sorting rack.

* * *

Handle machinery, both of the broom handle and of the hickory handle line, is run at high speed, and too often the smaller manufacturer attempts to save money by using as low a grade of oil and grease as he can buy. This is a great mistake. In the first place a great deal more oil of the cheaper kind is required than of the better grade, and in the long run the cheaper costs the most. The cheaper oil also is the cause of hot bearings and sprung shafts. When machinery runs at as high a speed as it does in the woodworking lines it is to the handle man's advantage to help it all he can by reducing the friction of the bearings by proper oiling.

* * *

Two years ago I mentioned in the HARDWOOD RECORD that we were trying out two patent loose pulleys to take the place of the common kind that had been causing so much trouble. Now I would advise every factory owner and superintendent who has been having trouble of this kind, and they all do, to do as we have done—throw away the common loose pulleys and install the best patent pulley for this purpose that he can get. They cost quite a bit in the start, but save considerable in the long run. Our pulleys have been running for nearly two years. They are oiled once a month and have never caused us any trouble. We are replacing every loose pulley in our factory with the better kind.

* * *

Sometimes the owner of a factory seems to forget that his employes are just as human as he, and expects them to do work that he himself is not able or willing to do. The golden rule is a good one to follow in factory work. Besides, it pays a good dividend, and that is what we are all working for. If a man needs censure, give it to him, but when you find one of your employes who is devoting himself to your interest and working to make you a profit, don't think that it is beneath your dignity to notice him and give him a little praise. He is as good a man as you are, and while I do not exactly approve of making intimate friends with our employes, yet I don't think that to ignore them is the right thing to do. Don't expect a man to spend every minute of the day at his own particular job, and never look up or speak to one of his fellow employes. If you have a factory

where the men are that way then you don't have men in your employ—they are machines and partly slaves. When men are that way they will not get out as much work as in a shop where some liberty is allowed, and where the foreman will not set a man at a task that the man knows he thinks is beneath him, or at one that the foreman cannot do. If the employe knows that the foreman can do the work in as good or less time than any other man, he will as a rule have ambition enough to equal if not better that time.—H. B. A.



Are Lumbermen Helped?



For the fiscal year ending June 30, 1911, the U. S. Forest Service sold 830,000,000 feet of timber.

Announcements through the newspapers and in other ways are made from time to time that the government is offering or will soon offer for sale large bodies of timber. The question is frequently asked whether such sales are calculated to help the lumberman. The question is a reasonable one. The man who owns timberlands which are so situated that what timber the government sells competes with what he has for sale, may incline to the belief that his business is not helped. It is not, however, a matter which can be discussed and decided from a strictly local standpoint.

When the Forest Service sells a large quantity of standing timber, it does something more than sell it at an agreed price, and relinquish all interest in it and authority over it. It regulates the manner of cutting and removing. It keeps the land, and cares for it. The sale does not include everything that grows on the ground, but only the timber that is merchantable, and enough other material for the construction of necessary roads, bridges, skidways, and similar appurtenances. The contract requires the buyer to cut low stumps, by which process the tract yields more lumber. The felling must be done carefully, in order that breakage of trunks and the destruction of small timber may be reduced to a minimum. The limbs and tops must be disposed of in a way to lessen fire danger as much as possible. When the tract has thus been lumbered, it has not been skinned and devastated, but it has a stand of small trees left, with the ground cleaned, and with all conditions favorable for the growth of young timber. Fire protection is provided as far as possible, and the process of producing another crop of timber is fully under way.

Is that worth anything to the lumbermen of the United States? It is an example of what can be done on a large scale. It is practical conservation. The way of carrying it out is shown. If the government can do it successfully, and good results are seen to be certain, private operators may be induced to do likewise. Examples on a large scale are needed to convince timber owners that conservative lumbering is profitable. Examples on a small scale do not seem to carry conviction to the lumberman that low stumps, brush piling, the protection of small growth, and economy in skidways, bridges, chutes, and swamping work, will pay. Many honestly believe that an experiment in a small way is no proof that success will attend the same methods when practiced on a large scale. During the fiscal year ending June 30, 1911, as stated above, the Forest Service sold 830,000,000 feet of timber. The lumbering of this will be on a scale large enough to furnish practical examples that should be of value to lumbermen in the whole country. There has been abundance of theory in this country as to how to practice forestry on a large scale in lumber operations; and now the country is about to witness the theories put to the test. The sales made thus far have all been made in the West.

The government is taking up a new line of forestry in the Appalachian region from Maine to Georgia. It is new only in the sense that it has not been done in the United States before. The problems are different from those to be worked out in the West, where the timber is mature and ready for sale. Ultimately the western problems will be present in the Appalachians, but not now. Denuded or partly denuded tracts on steep mountains and about the sources of rivers are being acquired by the Forest Service. Already 270,000 acres have been bought, and much more will probably be purchased in the near future. It is not expected that the government will soon offer timber for sale in that region. The announced reason for taking up forestry there is that the navigable streams which have their sources in the mountains need protection, and to that end forests must be looked after.

The reason is doubtless sufficient, but what good will the lumberman get out of it? While the sources of the rivers are receiving protection, will any direct or indirect beneficial results accrue to private timber holders and land owners in that part of the country or elsewhere?

The question is best answered by considering what it is that the government is undertaking. That country is chiefly a hardwood region, though large quantities of pine, spruce, and hemlock are found in certain parts of it. It is a land of mountains. The slopes are steep, and the soil is usually a thin layer over the rocks beneath. Fires are so destructive when they follow lumbermen that extensive tracts become so barren in a few years that the growth of a future forest is impossible.

The government is buying its lands in patches, the strategic points, as it were. It proposes to keep down forest fires as a first measure. That will, in a majority of cases, be sufficient to reclothe the partly denuded tracts with forests, for most of the trees will come back if given a chance.

Past experience has shown that private holders of timber do not, and generally cannot, protect their property against forest fires. Organizations for doing it are not in existence. The owner of timber has felt discouraged, and in order to make the most out of what he had and while he had it, he has cut the best of his timber, and let fire take what was left. Under the circumstances it has not seemed possible to do otherwise. Year by year the denuded areas have enlarged, and erosion of soil has increased in geometrical ratio. A large part of the finest hardwood region in this country is threatened with destruction.

The Forest Service is now taking a hand. It will fight fire scientifically with carefully-enforced rules to lessen the starting of fires; lookout stations for quickly discovering those which get under way; fire lanes to facilitate the heading off of fires before they go far; and the employment of trained men to patrol the woods in times of danger and be ever ready to act instantly.

In addition to suppressing fires, trees will be planted on such vacant areas as do not reforest themselves naturally.

The carrying out of this policy will help the timber owners and lumbermen in the region both directly and indirectly. The actual protection of their holdings will be important. The government reservations scattered among the mountains will become "islands of safety," as it were. Timber holders in the vicinity of each will be safer, because fires will be fewer there. This in itself will amount to a great deal, but the example which all may see will be worth more. If the government can successfully fight forest fires, and can reclothe vacant areas, the owners of private lands in the vicinity will be encouraged to try similar methods. A concrete, practical demonstration is what is wanted. The Appalachian region is so valuable for timber that any method of conserving what is now on the ground and making more grow will be welcomed by lumbermen. The job is too big for an individual or a company, but the Forest Service is undertaking it.

The naval stores industry is a great thing in the South, but it has been destructive of timber. The cutting of deep boxes in the trees to collect the resin weakens the trunks and they are thrown by storms, causing immense loss of valuable timber. If not blown down, the accumulation of resin in and about the boxes or notches makes the trees a prey to fire, and the loss of timber on that account has been

very great. The Forest Service conducted experiments by which it was shown possible to draw the resin from the pines without laying them liable to destruction. This has been a direct, positive help to lumbermen. Large quantities of pine go into lumber which would be going up in smoke; or, thrown by wind, would be destroyed by boring insects, if more conservative methods of turpentining had not been demonstrated by the government.

There is a branch of Forest Service work now being carried on which gets into the closest touch with lumbermen and the manufacturers of wood commodities. It deals directly with uses and materials, and has no theories to work out. The work has been done, or is under way, in every state. It is generally carried out in co-operation with the state. It is a study of the factories which use wood. The purpose is to show what the best uses are for each of the commercial species of the country. The amounts of the individual woods used in the various industries of each state are ascertained. This information is valuable, because it shows what species are becoming scarce and in what region the supply is most abundant or scarcest, and how the cost of the same wood ranges in the different parts of the country. Careful attention is given to the question of substituting one wood for another. If one is scarce and costly, perhaps another that is abundant and cheap will answer. New species, or those not hitherto much used, are investigated. In many instances they have been found entirely satisfactory where those more expensive had been employed.

The practical value of the work consists in bringing to the attention of lumbermen and wood-workers all available information concerning every wood in the country, that has been found fit for anything. This knowledge can be and is being applied by owners of timber who have kinds which were formerly unsalable. The buyer of lumber makes use of the information also. He learns of species which will answer some purpose of his, and do it as well as another wood for which he has been paying more. The result is more complete utilization. More kinds are employed; and they are used to better advantage.

The same series of work includes an investigation of waste, and seeks remedies. In numerous instances manufacturers have learned from published reports how to make money from their scrap heaps. Yet the Forest Service is not making these experiments—the manufacturers are doing that. The government simply collects the results of the experiments, trials, and attempts, and if anything is found which promises to be useful, it is embodied in the published report of wood-using industries in that state, and every manufacturer of wood products, every seller of lumber or owner of timber in the country is welcome to any of the information which he wants. Many of them are using it to their profit.

The Forest Products Laboratory at Madison, Wis., is conducting numerous experiments for the purpose of discovering new uses of wood, or improvements in old uses. It is studying preservation of timber by chemical or mechanical treatment to make wood last longer in positions where it is likely to decay, notably as railroad ties, mine timbers, fence posts, paving blocks, and telephone poles. It is testing timbers to determine their strength and their power of resistance to strain and mechanical wear. This is for the benefit of builders who employ wood as framework. The seasoning of wood is being investigated for the benefit of sawmill men, and of factories which use large quantities of lumber. Tests are carried on for the purpose of discovering new sources of pulp, species never tried before. This information should benefit the owners of timber which is not in immediate demand for sawmill products, particularly timber that would go into low class lumber or into the waste heap.

Work which the laboratory is doing is of a kind which the individual lumberman or wood-worker could not well do for himself. The experiments and tests must be on too large a scale for the individual to carry through. The apparatus with which the laboratory is equipped is expensive, and specially trained engineers are required for the technical work.

The processes are necessarily slow. There is no guess work about them, but conclusions are reached, point by point. For example, time is required to test the value of a process for prevention of decay. The thing cannot be thought out, but must be tried out. The treated timbers must be submitted to the test of time. A mode of treatment for cross-ties or mine timbers cannot be known to have value until it is shown by trial that it will make wood last longer.

There has always been a lack of trustworthy data in this country on the mechanical properties of timber—its strength, hardness, elasticity, weight, and lasting properties—and the laboratory is working to supply what is lacking. The principal, practical results of its work will be to devise ways to make woods last longer; to determine what species will best fulfill requirements demanded by builders and engineers; to save waste in the woods and at the mill by converting it into salable by-products; to test wood-working machines to determine which kinds are most efficient and economical.

Time is required in reaching reliable results, and during the three years the laboratory has been in operation it has made rapid progress toward that end.

New York Shows Building Gain

The general impression of active building felt by the visitor to New York is substantiated by figures recently published covering the building operations in that city for August, 1912, and comparing them with August, 1911.

During this period there has been an actual gain of over one-hundred per cent in the amount of new operations. The total value of all new operations during the month of August, 1912, is $13,253,057. These figures cover only the Island of Manhattan or New York proper. Gains are also shown in the Bronx, while greater New York collectively shows a gain of seven per cent.

Considering the various boroughs making up the greater city, building operations for August, 1912, increased over operations during that month in 1911 by fifty-four per cent and represented a total cost this year of $18,029,294. The total gain in building in the city for the period from January 1 to September 1, as compared with that period of last year, was twenty-four per cent.

Suspension of Through Rate Advances

Proposed advances in rates from southern points to points in Ontario and Quebec, which were to have become effective on September 1, have been suspended until December 30 by the Interstate Commerce Commission with a view of enabling it to examine the claims of both sides. The suspension is a direct result of a written protest emanating from St. Louis shippers.

In the formal protest the shippers stated their case as follows:

That said defendants are common carriers engaged in the transportation of passengers and property from points in the states of Arkansas, Louisiana, Mississippi, Texas, Georgia, Florida, Ohio, Indiana, Illinois and Missouri, to points in the Dominion of Canada, and as such common carriers are subject to the act to regulate commerce, approved February 4, 1887, and acts since enacted which are amendatory thereof or supplementary thereto.

That the complainant maintains and operates a general selling office in St. Louis in the state of Missouri, and is interested in mills located in the various southern states mentioned, and is the shipper of lumber and other forest products from these states to various points in the Dominion of Canada over the lines of the defendants.

That the defendants in their supplements and other tariffs have served notice to the complainants that on and after September 1, 1912, the rates on lumber and other forest products from all Ohio and Mississippi river crossings to points in the Dominion of Canada will be changed—most instances increased one cent per hundred, and in some instances increased seven cents per hundred.

That the defendants, by issuing the supplements mentioned, have exceeded in some cases the rates on lumber and other forest products from Ohio and Mississippi river crossings that are now published in their various issues covering the sixth class rates, and which have always been held and maintained as the maximum rates on lumber; that heretofore the rate from Cairo to Toronto has been nineteen cents, and which is the sixth-class rate in the class tariffs. The new supplements, effective September 1, have exceeded the class rate and are published at twenty cents.

That the defendants, in committee tariff, issued by Eugene Morris, 131B, Supplement 11, I. C. C. No. 281, have printed rates to Canadian points and have indicated them by a character sign as a reduction, while in reality the rates as are published by them are an advance.

That the complainants maintain the rates as are shown in the tariffs above referred to are unreasonable, discriminatory and unjust; by reason of the fact that they exceed the present rates now in effect, and that further, the railroad companies in the United States are not complaining as to the revenue, neither have they registered a complaint that the rates as carried are not remunerative, but that in view of the attitude assumed by the Canadian lines in regard to the divisions of revenue, the roads in the United States are forced to make this advance in the rates in order to comply with the demands of the Canadian lines, and that the entire advance is not based with a view of advancing rates, but with a view of adjusting an arbitrary division demanded by the Canadian roads.

The statement also enumerated exactly the advanced rates complained of.

Forest Injury by Lightning

A bulletin has been issued from the government printing office at Washington dealing with the injury to standing timber by lightning. It was written by Fred S. Plummer, geographer in the Department of Agriculture, and it brings together data of a most interesting nature. Figures are compiled from various sources, but chiefly from special investigations carried on to determine the frequency of forest fires caused by lightning; the comparative number of trees struck, and the extent of the damage done.

The importance of the part played by lightning is indicated by the fact that in the longleaf pine belt of the South alone thirty thousand trees a year are struck. The woods are not often set on fire in that region by lightning, because the heavy rains which nearly always accompany electrical storms put out the incipient fires. Still, many trees are set on fire. It is declared that of all portions of the United States, lightning is most frequent in Illinois and Florida.

There are certain lightning zones in elevated regions. The summits of high mountains are often above the lightning area, and suffer little, while lower down the sides and in the valleys below, the electric storms are much more severe.

A special investigation covered about two hundred million acres of national forests, and extended over about four years. This region lies chiefly in the Far West. The number of trees struck was, by actual count, 76,301. About one in fifty was set on fire. It is stated that lightning is fourfold more frequent east of the Rocky Mountains than west of that range, but no count or estimate is made of the number of trees struck in the East, except for the southern pine belt, and in small areas of Minnesota and Michigan.

The woods may be set on fire by lightning anywhere, but it occurs more frequently in the West than in the East because the climate of the West is dryer.

The investigation shows that in the national forests in six years 2,957 forest fires have been caused by lightning. Sometimes a tree is ignited, and the fire spreads from that to the leaves and other ground litter. In such a case, the fire might not appear for several hours, or even days, after the storm had passed. In the majority of cases where the exact process was discovered, it was found that the lightning did not set a tree on fire, but ran down the trunk and ignited the humus at the base.

That lightning is amply able to do this is shown by the effect of a stroke that enters the ground. It frequently develops enough heat to melt the sand and fuse it into a core from a half inch to six inches in diameter. This fused mass may extend twenty-five feet into the earth, in the form of a hollow tube, vitrified or glassy on the inside and coarse-grained or half used on the outside. These lightning-formed bodies have long been known, and ignorant people supposed they were the real thunderbolts that had struck there and lodged in the ground. They are called also thunder stones, storm stones, Thor's bolts, ceraunia, and fulgurite.

Lightning occasionally strikes the ground directly, but no instance has been reported where a woods fire was started without the lightning having first come in contact with a tree trunk.

The common superstition or belief that some kinds of trees are more liable to be struck than others, and that some are never struck, is found to have no foundation, as any tree that is in the lightning's path will be struck. The species appears to make no difference whatever. Circumstances do make a difference. Tall trees, isolated trees, those on high ground, those deeply rooted in damp soils, and those thoroughly soaked by rain, are more likely to be struck. The shape of the tree's branches and its spread of roots seem to have something to do with its liability to be struck. It depends upon whether or not the tree is a good or poor conductor of electricity at the moment.

It is shown that a tree may be dry and thus a poor conductor, but a dashing rain will wet it and its liability to be struck by lightning is greatly increased.

Lightning occasionally strikes twice in the same place, which is contrary to the popular belief. Seven or eight strikes in the same place are known.

It is usually taken for granted that when a tree is struck, the lightning runs from the top downward. That is the usual manner, but the reverse sometimes occurs. Mr. Plummer says:

"A flash of lightning striking upward through the tree from its base acts as an explosive. The trees may be torn into small fragments, and cases have been recorded where these appeared like a piece of hemp. If the upward flash is less violent, the tree may be split radially. The tops of trees have been torn off while the lower parts remained uninjured. On the other hand, the lower portion of a tree has been demolished, while the upper part fell to the ground intact."

The reason why lightning tears a furrow in the side of a tree trunk or splits the tree into fragments has not been determined. The general belief is that the passage of the current through the wood generates sufficient superheated steam, from the water in the wood, to cause an explosion, and that the tearing and rending is really the work of steam. Another view is that the lightning forces its way through the wood, much as a bullet would do, and ruptures the wood in the same way.

Microscopic examination does not show that the passage of lightning through wood, even when it is sufficiently violent to tear the wood to pieces, produces any effect upon the wood cells and other delicate elements in the immediate vicinity.

Aside from the injury done by forest fires started by lightning, the damage done to individual trees is no small item when the whole country is considered. Some trees are struck lightly and little injury follows, but usually the tree is so damaged that it soon ceases to be valuable for lumber. On some of the western mountains—particularly on the volcanic circular flats of the San Francisco mountains—nearly one-half of the mature trees have been killed or injured by lightning. In the eastern hardwood forests it is a common thing for trees to be killed outright, while many others are wounded beyond recovery. No protection of forest trees against lightning is possible.

Construction in Russia

A report from United States consul at Moscow, Russia, shows that building operations during 1911 were fully up to the expected figures in that country. A great number of new buildings were erected in the various districts and many old ones enlarged to meet the increased requirements of municipalities, and for industrial and transportation concerns. Lack of labor and material was felt in construction work, this being particularly true of cement and brick, which showed a constant rise in price. The adoption of so-called fireproof buildings in villages was one of the chief contributing factors to this condition. In fact, the excessive rise in price of building materials has resulted in a serious consideration on the part of municipalities looking toward the manufacture of their own raw materials. In addition there has been wide agitation looking toward the abolition of duty on cement, and the reduction of freight rates generally.

In the city of Moscow various types of buildings were erected, and in the summer of 1911 more than three hundred thousand five and seven story residences were built. About three hundred million bricks were manufactured in this district.

Similar reports emanate from various other prominent cities of the Empire, all of which show a continued increase in building construction caused by the establishment of numbers of industrial and business operations, which called for increased housing facilities and increased facilities for manufacture.

Another cause for renewed activity in building operations is the increase in town population, and a consequent growing demand for lodgings. An abundant harvest during the last two years, coupled with the extensive renewal of construction work by the railroads, has been one responsible factor in influencing city building.

The fact that the unusual activity in building operations is evident in all sections of the Russian Empire is fairly conclusive proof that Russia has entered upon a new era in prosperity as such pronounced activity can only result from generally improved conditions among the individuals who make up the population of that vast country.

Workmen's Compensation Beneficial

In an article on Workmen's Compensation, the Manufacturers' News of Chicago says that when the principles of workmen's compensation laws are thoroughly understood in America—as they are in Europe—their practical effect known, their scope and operation determined, it will be found that they have contributed much to the sum total of industrial and public good. Every "humanizing movement" and each systematic effort to advance industrial progress has been received with skepticism, subjected to severe criticism and marked hostility. Time and practical experience have, however, uniformally turned skeptics into friends and critics into champions; all opposition and hostility have soon been swept away, and the world wondered how and why former conditions were ever tolerated.

If one-half of the energy that is now being exerted to nullify the Illinois workmen's compensation act and resist its operations were put forth to effectuate its purposes, the state of Illinois would make unprecedented progress within twenty-four hours, and industrial strife, turmoil and discord would soon be practically eliminated. Such action would serve as a signal for intelligent co-operation and the state, the employer, the employe and the public would all swim with the tide in the same channel.

Industrial progress requires the "human touch" between the employer and the employe, who are a reciprocal asset to each other. The principles of workmen's compensation supply this human touch.

It is estimated that in the United States industry kills between thirty and fifty thousand persons each year, cripples five hundred thousand and otherwise injures two millions. While this grim catalogue of dead and injured indicates the magnitude of our country's industries, still, its unheeded consequences reflect a shadow that gravely warns us of our neglect in caring for the injured and the dependents of the dead. Whether this enormous human sacrifice is due to the fault of the employer or the employe, or merely incidental to industry, is immaterial, as it is now uniformly recognized and admitted that compensation should be made therefor and charged to production.

The Illinois workmen's compensation act embodies the fundamental principles of workmen's compensation laws and will, in a great measure, fulfill its purpose. The problem presented by the enactment of this law is easily solved. The solution is:

First—Employers accept the law and see that its provisions are carried out in detail.

Second—Employers unite in groups in accordance with their business identity and adopt a plan of inter-insurance which will effectuate the full purposes of the law and provide insurance for each other at cost.

Third—Every member of each group uniformly add the cost of insurance to the cost of production.

Every workmen's compensation enactment was designed and passed with these ends in view.

The chief purposes of the Illinois workmen's compensation act are to prevent injuries, promptly pay compensation and further the interests of both the employer and the employe, which, in my judgment, can best be accomplished through a state board or commission with full power and authority to administer every feature of this law. With the law properly administered, it will not only be acceptable but desirable to the employer, the employe and the public. There should also be an amendment requiring insurance companies to make full report to this board or commission of all compensation settlements made by such companies, the board or commission possessing power to review all such settlements.

Workmen's compensation laws have elsewhere resulted in the conservation of business stability, greater prosperity, improved standards of living, fewer injuries, harmonious relations between employer and employe, prevention of poverty resulting from injuries and a higher average of society. All labor has been thereby elevated and performed with a feeling of self-security, so that the employe puts forth his best efforts for his employer. It is a notable fact that no state or nation which has enacted workmen's compensation laws has ever discarded them, and what is true elsewhere will be found true in Illinois.

There are but three authorized systems of insurance adaptable to workmen's compensation laws:

1. Inter-insurance.
2. Compulsory or elective insurance under state administration.
3. State insurance.

Through each the end sought by compensation legislation is attained at the actual expense of the hazard.

Inter-insurance embodies all systems of self, reciprocal and mutual insurance. By an inter-insurers' agreement the liability of each subscriber is limited and any objectionable features that might follow the original plan of mutual insurance eliminated. This insurance equitably distributes the liability of the employer, effectuates the full purposes of the law, insures the prompt payment of compensation and secures every benefit to the employer. Inter-insurance is conducted through an inter-insurers' exchange under the supervision of an advisory committee, and, in Illinois, must be authorized by and meet with the approval of the state insurance superintendent.

Compulsory or elective insurance under state administration consists of a system of insurance incorporated with the workmen's compensation act, which system is founded upon the same plan and basic principles as that of inter-insurance, but administered by a department of the state, such as a board of awards, industrial insurance commission, etc., instead of an inter-insurers' exchange.

State insurance is a system of insurance provided at public expense, supported by some established method of taxation, which is conducted under state administration.

The true purpose of compensation insurance is to pay compensation for every legitimate claim. All insurance companies organized upon a profit-sharing basis, whereby the defeat of compensation inures to the profit of the stockholders, or its methods bring about inharmonious relations between employer and employe, or disturbs plant discipline, can find no quarters in the field of compensation insurance, as the operation of such companies is contrary to the fundamental principles of workmen's compensation laws. Hence, stock liability and casualty insurance companies have been driven from this field of insurance in foreign countries and have been condemned by the official report of every compensation commission of our own country.

Since the passage of the Illinois workmen's compensation act the Illinois legislature has amended the general insurance laws of the state for the purpose of providing a system of inter-insurance which is adaptable to this act. Under this law all inter-insurers must be authorized to engage in business by the insurance superintendent and the business is conducted subject to the continuous supervision of the Illinois Department of Insurance.

Threatened Strike of New York Piano Makers

The continued agitation on the part of the local division of the Piano, Organ & Musical Instrument Makers' International Union with the view of obtaining increased wages and other favorable concessions, led to the calling of a meeting in that city on September 17. The result of the meeting was an ultimatum issued to the piano makers, giving them a period of ten days in which to meet the demands of the workers for a fifteen per cent increase in wages. Failing in obtaining this concession, it was decided that the piano makers will go on strike which will result in the closing down of factories throughout New York City and northern New Jersey. With a view of preparing for the anticipated fight, a committee of one hundred men was appointed, who, in case of a strike, are to personally make the rounds of the piano factories and call out in person all employes of those plants, and an effort will be made to interest non-union men as well as those of the union in this struggle.

It was brought out at the meeting that there has been no substantial raise in the wages of piano makers for ten years, which condition forms the basis for the demand. The possibilities in the piano trade in New York and contingent territory are viewed seriously by the local lumber fraternity inasmuch as such a condition would work a decided hardship on it.

Forest Influence on Streamflow

The influence of forests on streamflow is a question which comes up for discussion periodically. A flood which attracts unusual attention is generally taken as a text by writers who hold that the forest's influence is predominant; but replies are always ready by those who believe that the part performed by forests in streamflow control has been given undue prominence. It is not impossible that the advocates who are found on the pro and con sides of the controversy will finally get together. They are not hopelessly divided into two camps. There is much common ground on which they can meet and stand, and they are beginning to find that ground. The men who have honestly investigated this question, and are still investigating, want the truth and nothing more. If they disagree, it is an honest disagreement, and there is a difference of opinion only because the meaning to be deduced from facts is not interpreted in the same way.

An editorial in the August Century Magazine used the lower Mississippi flood of last spring as a text for a discourse on the danger from deforestation at the headwaters of remote tributaries of that stream, particularly the rivers of West Virginia. That editorial having come to the attention of a renowned expert on such matters, he wrote to HARDWOOD RECORD that he could not subscribe to the conclusion that the flood in the Mississippi was caused by changed forest conditions on head streams of that river. He believes the cause is not adequate to produce the effects, and he calls attention to historical and the more remote geological evidence that Mississippi floods were as great in early historical and in prehistorical times as at present. In other words, great floods occurred in that large river before forests on its headwaters were disturbed by man, and therefore the conclusion that recent deforestation is the cause of recent high tide in the Father of Waters is not logical.

Thus far there is a difference between the conclusions of the advocates of the two theories. One asserts that there is a positive relation between forest-destruction on the upper tributaries and floods in the trunk stream; the other holds that such a relation is not proved, and probably does not exist. Beyond that point it does not appear there is much difference between the views held by the two parties to the controversy. They seem to agree that forests influence the runoff locally, that is, in small creeks and rivers. The expert in question says: "Proper engineering at the headwaters of Alpine streams in Switzerland, France, and Italy lessened the damage by torrents. The influence is local in its effect, I believe. I have seen it, but to infer that this local influence is a national influence would be futile."

Four years ago the United States Forest Service published data compiled from records of the War Department, the Weather Bureau, and the Geological Survey, which covered a number of rivers, the largest of which was the Ohio at Wheeling, W. Va. Exact records were quoted showing the numbers and stages of high water in the several streams as far in the past as records go. Some of the records went back fifty years. The showing was that in all the streams on whose headwaters deforestation had been active during the recorded periods, floods had increased in frequency. It was not shown that they had increased in volume, nor was the contrary shown.

These records probably sustain the contention that the influence is local; yet it must be admitted that the locality which feels the influence is tolerably large when streams like the Ohio at Wheeling, the Monongahela at Greensburg, the Kanawha at Charleston, and the Potomac at Harper's Ferry show unmistakably that they are responding to changing influence.

Our expert holds, as Colonel Chittenden held in the famous report which he published some years ago, that spasmodic floods which go out of tributary streams, dissipate themselves in the main river, one coming as the other is going, and do not produce a cumulative effect. Evidence to the contrary has not been educed; yet it will be admitted as a theoretical possibility that a large number of tributary streams might happen to coincide in their flood periods, with disastrous results in the lower river. However, the calculus of probabilities shows that such a thing could not occur often.

Prehistoric evidence of flood conditions is interesting, but not much to the point in the present controversy. The critic referred to is unquestionably within prehistoric evidence when he says that long before the forests were disturbed by man the lower Mississippi floods were as great as, if not greater than they are now. Evidence of the same kind shows with no less certainty that at the time the glacial ice sheet was retreating from northern Ohio and Pennsylvania, the upper Ohio river carried probably ten times as much water as at present and had a smaller water shed, and further that there was perhaps not an acre of forest in the whole region. But that evidence is prehistoric, and throws no light on the extent to which changing forest conditions are now affecting the floods in large rivers.

More Favorable Publicity

There have appeared in HARDWOOD RECORD from time to time editorials expressing the opinion that the best kind of advertising the lumber industry could get in defense of its position as opposed to substitutes for wood, is news space in the daily press and periodicals. The contention that this space is available for the right kind of matter has been substantiated in a number of cases.

The Joliet, Illinois, Herald of recent date contains a full column story of the condition of the hardwood business, which is written in such an authoritative manner that evidently it emanated from someone who is connected with the hardwood business. The article is headed "A Bright Outlook for Hardwoods," and goes on to outline the conditions in various parts of the country, suggesting that the supply and demand as to hardwoods have become almost on a parity. In other words, according to the article, there is such an even balance between the two that any slight change in either, one way or another, immediately affects the general market price.

The demand as outlined by the publication is the largest which has prevailed for years, due to requirements of new industries.

Railroad Earnings Not Excessive

With the insistent reports of a serious car shortage throughout the country and the unparalleled amount of traffic carried by the railroads, the report of the Bureau of Railway Economics giving the statistics of expenses and revenues for the fiscal year 1912 does not seem consistent. The reported gain of 2 per cent a mile in gross operating revenue is scarcely worthy of consideration. Furthermore, when coupled with actual increase of 1 per cent in operating expenses it results in an actual decrease of 1.5 per cent in net operating revenue. This, outside operations and taxes will reduce to a loss of 3.2 per cent in the net operating income. It appears from the report that the slight gain made in operating revenues was due entirely to the freight account, as passenger business fell off 1.2 per cent between the fiscal year 1911 and 1912.

The increase in expenses is divided between traffic, transportation and maintenance of equipment, the latter item showing a gain of 2.3 per cent per mile.

With this increase during the year, the item of maintenance of equipment still takes the same proportion, namely, 15.2 per cent of the total operating revenue that it did for the fiscal year 1911.

It is conceded that the outlook with the present rising rate of railway traffic depends entirely upon maintenance of a reasonable level of expense. With continued increase in taxes and the increase in cost of other items, such as maintenance of equipment, the problem of maintaining cost of operation low enough so that the net yield will be commensurate with indicated prosperity will be exceedingly difficult.



The Ginseng Trade



China controls the ginseng market; in fact, it is the ultimate market for the world's product of this aromatic root. A recent report by United States Counsel C. L. L. Williams of Swatow, China, gives much interesting information concerning this commodity. Formerly the principal supply came from the American woods where ginseng (commonly called "sang") grows wild; and much still comes from that source, though of late years efforts, more or less successful, have been made to cultivate the plant in this country. It demands forest conditions—that is, suitable soil and subdued light, and persons who undertake to cultivate the plant must provide those conditions artificially. It might be thought a simple thing to do, yet those who grow ginseng under lattice or other improvized shade have difficulty in selling their roots as a wild product. Local buyers soon become sufficiently expert to tell the difference. The ginseng may be planted in the forest, and it will grow abundantly, but poachers are forever on the lookout, and a patch which has been watched with care for years is apt to disappear in a night. For that reason, the successful cultivation of ginseng under genuine forest conditions is difficult in most parts of this country.

Consul Williams' account of the purchase of the commodity in China, and of what constitutes good and poor qualities, will interest a good many dwellers in the hardwood regions of the United States. "Long-stemmed, smooth-skinned, light-colored roots are regarded as low grade," says the report. "Stout, heavy, dark-colored roots, well marked with fine rings, are considered the best. It is said that bifurcated roots, bearing a fanciful resemblance to the human form, are highly esteemed." The best in the Chinese market sells for about seven times as much as the cheapest, and the current quotation for the cheapest is $5.76 a pound. Twelve grades or classes of roots are recognized by Chinese dealers. Size and shape are the controlling factors in grading, the larger the better, other things being equal. Less than twenty roots to the pound constitute the highest grade.

Chinese dealers skillfully change the shape of roots by manipulation. A long, slender root, which is of low grade, is softened by dampness, and then is pressed endwise and is made shorter. The doctoring does not stop at that. The fine lines which run round the high-grade roots near the top are produced artificially on low-grade stock by wrapping them with small wire and letting them remain thus for a few hours. No ginseng imported into China from the United States is sold to the ultimate consumer in the form in which it reaches China. The roots are trimmed of all rootlets, are clarified, manipulated and reshaped, and as a final process they are subjected to sulphur fumes by which the highly-prized flavor is given. Many of the users suppose that the taste of sulphur belongs naturally to ginseng.

"Wild ginseng," says Mr. Williams, "is theortically held to be best, but very little genuine wild ginseng is marketed. The good grades generally consist of what is known to the trade as transplanted ginseng, that which is found wild and transplanted and cultivated." That description may hold for some countries, but hardly for the article that comes from the eastern part of the United States. Some is collected in its wild state and goes to market without transplanting, and that which is supplied from culivated plots is generally grown from the seeds without transplanting, or, at least, the transplanting is only from one part of a plot to another.



Divisions of Veneer Making



As compared to sawmilling there are certain divisions in veneer manufacturing that seem peculiar; they are a little difficult to account for at first and are open to some debate as to their real merits. The sawmilling industry divides itself between the conifers and what are termed the hardwoods, but not as between the producers of high-grade lumber and common stock. Each mill figures on cleaning up the tree of whatever class of timber being cut, and makes all the different grades from clear stock down. In the veneer industry, however, there is a more or less distinct dividing line between the makers of fine veneer for face work and the makers of common stock for box shooks, built-up lumber, drawer bottoms, etc. One works for quality and the other works for quantity and economy in production. Of course the plants cutting fine veneer make some common and cull stock, and have backs and fillers as well as faces, just as the mill cutting pine may cut some hardwood to clean up its stumpage, but it is an incident—the main object is the fine face stock. The other division works up some fine timber, and at times turns it into face stock, thus raising a question as to the advisability of such a division. It is seldom that face stock from a plant cutting mainly plain veneer will compare in quality with that of the plant making face stock a specialty.

One of the best practical veneer men in the country recently gave a pointed reminder of this division in the veneer industry while giving counsel to a furniture man who contemplated putting in a panel plant. He advised him to buy his face veneer from one source and his fillers and other plain stock from another. In explanation of this, he pointed out that the men making plain veneer down in the woods could supply it at a lower price than the makers of fine face veneer. The face veneer man has his machines and his men attuned to the quality idea as a dominant factor in the business; consequently it costs him more to cut the stock. Furthermore, as a rule he buys only high-grade, expensive logs for this work. And so, with unusually high prevailing log values, he is not in it when it comes to competitive prices with the man making the plain, common veneer used for box shooks and for making plain built-up panels.

This gives us a line of division in veneer making that is different from that found in sawmilling, and also distinct from the natural lines of division that come from the different methods of making veneer. Veneer is made by three general methods; rotary cutting, slicing and sawing. The sawing and slicing generally divides the work of making quartered veneer, the class that is cut for special figure, and the rotary machine is used for the plain cut veneer, both the common and the fine face stock. However, there is quite a difference in the details of operation between the plant making rotary-cut face veneer and the one making box shooks and what is termed common stock.

There is room for argument as to whether it is advisable to buy the common, cheaply cut veneer for making fillers for fine face work, rather than pay a higher price for well cut common veneer. There is also room to question the wisdom of cheap cutting instead of good cutting on the part of the maker of common veneer. He might get enough more out of the stock by taking the same pains with the cutting as the maker of face veneer to more than cover the extra cost, and might then cut a fair percentage of face stock from the cream of his timber. If in the course of time this is found to be the right idea, and there should be a general following of it, the line of division spoken of above would be wiped out. As it stands today, however, there is a peculiar division in the veneer making industry that is perhaps worthy of special study.

J. C. T.

The Mail Bag

B 302—Wants Information

Louisville, Ky., Sept. 13.—Editor HARDWOOD RECORD: We wish to know if you know what the law is in the different states governing the purchase of lumber, as to whether or not the party who orders a car of lumber of certain grades and description has a right upon receipt of the same to proceed to measure and inspect and receive that part of it that is up to the requirements of the order and hold the remainder subject to the order of the shipper, or subject to reinspection by an authorized inspector of whichever association rules govern the purchase. We think there was a case decided in the Chicago courts, the case being some Cincinnati firm versus the Chicago Car Lumber Company, and that the court held in this case that the buyer had the right to use that part of the lumber that met the requirements of the order and hold the remainder subject to reinspection or the order of the shipper.

This matter is one in which we think all lumbermen in the country are very much interested. Any information that you can give us will be very greatly appreciated.

—— —— COMPANY.

The above concern has been written as follows:

I don't believe there is any enactment in any state governing the point you raise. The general custom of the trade is that consignee must receive the shipment as an entirety, or reject it as an entirety, and this has been the general practice as laid down by a number of association rules.

However, in the case of the appeal made some years ago between members of the Hardwood Manufacturers' Association and members of some eastern associations, a rule was interjected whereby the consignee had the right to sort out lumber that failed to reach standard grade and hold it subject to the order of the shipper.

If my recollection serve me right, the original decision in favor of the Chicago Car Lumber Company in the case you note was subsequently reversed. However, it has been clearly decided several times that a consignee has the right to transport lumber from the railroad car to his usual place of business for inspection before he accepts or rejects, and that in event that he rejects the shipment he has a claim against the lumber company for the drayage charges. It was so decided in a case of this sort before Judge Hunt in Cincinnati in 1884.—EDITOR.

B 305—Hardwoods on West Coast of South America

San Francisco, Cal., Sept. 3.—Editor HARDWOOD RECORD: Kindly advise us if you know of any hardwood either for interior finish or hardwood used for strength such as wagon work, that might be found on the west coast of South America. We know that you have a fund of information along these lines and assure you we will appreciate any references that you might give us. We have particular reference at this time to Colombia, Ecuador, Peru and Chili.

———— & Co.

The following reply has been sent to the above correspondent:

There has never been much shipment of timber from the west coast of South America, but a number of species grow back from the four thousand mile stretch of coast, which are reported to be valuable.

In the South a number of beeches grow. Some of them near the straits, and on Terre del Fuego, are evergreen. The beech has been investigated with a view to developing the resources for cross-ties. The wood is strong and hard, and doubtless is suitable for flooring and for certain classes of interior finish and furniture, but I do not know that it has ever been so used in this country.

An acacia tree (*Acacia Cavenia*) is a very hard wood, and is of much importance in southern Chili. It might be valuable for the manufacture of farm implements and vehicles, but probably has never been imported into the United States for that purpose.

A species of oak, which is commonly known simply as Chilean oak, is very hard and durable and the tree attains large size. I do not know how the figure of the wood compares with oaks of this country, but the timber is said to be valuable and abundant.

The alerce, a species of cedar, is one of the largest trees and indigenous to the western coast of South America; and a large and shapely tree (*Araucaria Imbricata*) locally called pine, is reported valuable for many purposes.

North of Chili the timber within reach of the Pacific coast is scarce because much of the coast is rainless; but over the mountains, in the sources of the rivers which flow to the Atlantic ocean and the Caribbean sea, there are valuable forests of many kinds of hardwood, including the so-called Columbian mahogany.

You probably are well acquainted with the wood known commercially as prima vera or white mahogany (*Tabebuia donnellsmithii*). This has been imported into San Francisco for a long time. Do not know that any is cut in South America. The supply in the past has come principally from southwestern Mexico and the western coast of Central America.—EDITOR.

B 306—N. H. L. A. Report

The following letter from Charles H. Barnaby, together with attached report, received through the office of Secretary Frank F. Fish of the National Hardwood Lumber Association is self explanatory.

We enclose statement of the inspection bureau for the month of August, 1912, and invite your careful attention to the figures presented in this statement.

The total for August, 1912, is 18,041,552 feet, an increase of 2,132,052 feet over July, 1912, and therefore the largest month by more than two million feet in the record of the inspection department. This volume of work was accomplished with earnings of the inspectors slightly in excess of the actual expense.

The combined inspections for the first three months of the new fiscal year (June, July and August, 1912) amount to 47,200,229 feet, which is an increase of 16,379,524 feet over the same months of 1911. We believe this important increase will be gratifying to our membership and that it is additional evidence that the Inspection Bureau is making substantial and permanent progress.

Since our August letter, James Faske has been appointed inspector with headquarters at Dermott, Ark., and assistant inspectors have been engaged at Detroit, St. Louis and Memphis, to meet the increased demand for the official certificate, and we shall station a man at Little Rock, Ark., about Oct. 1.

Since Aug. 15, sixteen new applications for membership have been received, bringing the total since the June convention to thirty-four.

Yours very truly,

CHAS. H. BARNABY, President.
FRANK F. FISH, Secretary-Treasurer.

SALARIED INSPECTORS

	Feet	
Frank R. Buck, Chicago, Ill..	357,880	
John J. Lorden, Chicago, Ill..	300,450	
J. J. Shepard, Milwaukee, Wis.	229,037	
W. E. Robinson, St. Louis, Mo.	627,440	
Ed. Horn, St. Louis, Mo.....	320,455	
W. H. Beckner, Bristol, Tenn.	295,458	
U. E. Gray, Chattanooga, Tenn.	243,181	
W. T. North, Memphis, Tenn.	276,488	
A. B. Baker, Memphis, Tenn.	293,046	
O. L. Faust, Memphis, Tenn.	259,612	
J. Lee Brannon, Nashville, Tenn.	270,000	
W. J. McBride, Cairo, Ill....	221,128	
C. E. McSmith, New Orleans, La.	256,461	
J. L. Benson, Alexandria, La.	416,970	
C. C. Ferguson, Louisville, Ky.	482,730	
H. W. Miller, Cincinnati, O..	304,164	
D. E. Buchanan, Cincinnati, O.	322,198	
H. H. Roberts, Huntington, W. Va.	242,983	
Jos. Patterson, New York City	358,831	
J. J. Miller, Toronto, Ont...	133,582	
J. L. Stewart, Buffalo, N. Y..	225,683	
H. F. Thompson, Philadelphia, Pa.	257,338	
W. H. Long, Pittsburg, Pa...	272,061	
Geo. R. Dunn, Boston, Mass.	255,482	
A. G. Langehuttig, Baltimore, Md.	313,458	
T. A. Hall, Detroit, Mich....	459,597	
N. W. Rice, Detroit, Mich...	119,515	
Ed. Borgeson, Minneapolis, Minn.	338,593	
H. N. Rouse, Minneapolis, Minn.	235,573	
H. A. Hoover, Chief Inspector	191,779	
		8,881,173

FEE INSPECTORS

Chas. Christianson, Manistee, Mich.	1,878,549	
P. Collier, Boyne City, Mich.	1,181,351	
J. S. Coman, Menominee, Mich.	328,419	
W. M. Clemens, Trout Lake, Mich.	1,035,586	
J. M. Gillett, Traverse City, Mich.	356,515	
Warde L. Hagadorn, Cheboygan, Mich.	1,196,057	
Grant Harrison, Petoskey, Mich.	945,255	
Geo. A. Hobler, Pelston, Mich.	120,295	
Peterson & Upton, Manistee, Mich.	1,047,981	
Scott & Rieckhoff, Ludington, Mich.	341,023	
Walter Tillitson, Grand Rapids, Mich.	710,832	
W. S. Calkins, Shawano, Wis.	18,516	
		9,160,379
		18,041,552

B 304—Wants Birch Boot Lasts and Boot Trees

London, E. C., Eng., Sept. 4.—Editor HARDWOOD RECORD: We have considerable inquiries from various friends for teak or birch blocks sawn out roughly in small pieces. These blocks are used in this country for making boot lasts and boot trees, but so far we have been unable to find anybody who manufactures this class of material, although there is a big business being done.

If you can put us in touch with the right people, we shall again be extremely obliged to your good selves.

—— ——— COMPANY.

The above inquirer has been referred to a prominent manufacturer of boot lasts and boot trees. Any reader having this material to offer and desiring to be placed in communication with the prospective customer, can have the address by writing this office and referring to B 304.—EDITOR.

B 307—The Natural Durability of Wood

HARDWOOD RECORD is recently in receipt of the following letter from a subscriber.

Aurora, Ind., Sept. 18. Editor HARDWOOD RECORD: We notice in your September 10 issue under the head of "Natural Durability of Wood," an article we have read with a great deal of interest. The writer speaks of the heart-wood of timbers being entirely separate from the sap-wood, in this particular that the sap is only in the sap-wood part of the tree during the time that it is up in the tree from the roots. That being the case perhaps he would tell us why hickory, particularly the heart, will check so much more easily cut at the season of the year when the sap is up, say from January to August, according to the climate.

We would be glad to hear from you on this subject, if possible. ——— ———.

The following answer was given to this communication:

We believe if you will read again the article referred to, you will see that the author thereof did not mean to say that "the sap is only in the sap-wood part of the tree during the time it is up in the tree from the roots." As a matter of fact, there is sap or water in the sap-wood and also in the heart-wood at all seasons; but it is more active during the growing season. The wood of a green tree is about as heavy in winter as summer, which would not be the case if the sap or water were absent in winter, since most green trees are nearly one-third water.

The causes of wood checking are somewhat complicated, and probably no single explanation will answer in all cases; but primarily, checking is due to drying, and it may be that hickory checks worse in summer than in winter because it is warmer then, and the wood dries faster.—EDITOR.

B 308—Wants Ash and Hickory Export Logs

A prominent London concern writes as follows:

Perhaps you can assist us in our quest for reliable shippers of ash and hickory logs. We have a good market in this country for the goods in question and have room on our books for two or three shippers. We will esteem it a favor if you will give us the names of any shippers with whom we might make a business arrangement. ——— ———.

This concern has been supplied with the names of exporters of such stock. Those wishing the name of this concern can have it by writing HARDWOOD RECORD and referring to B 308.—EDITOR.

News Miscellany

Meeting of Cincinnati Club

The first fall meeting of the Lumbermen's Club of Cincinnati took place at the German garden called "Heidelberg," in the Kentucky Highlands near the city on Sept. 10. This was the first meeting of the club since June and was attended by some fifty lumbermen, who journeyed to the park in special street cars.

The usual good things to eat were provided, and every effort was made to banish from the minds of those present thoughts of the sweltering heat.

Vice-President J. S. Zoller presided in place of President Charles F. Shiels. The first important business before the meeting was the report of the committee appointed to take up the question of the proposed increase in freight rates from the southern territory to Canadian points.

A letter from the Interstate Commerce Commission was read, in which it is stated that the increase as announced by railroads which was to have become effective Sept. 1, had been postponed until Dec. 30 in order that the commission might have an opportunity of fully looking into the equity of the proposed advance.

The unanimous opinion of the club members was that some action should be taken to definitely prevent increased rates from Ohio river crossings to Canadian points, as well as on lumber coming directly through from southern points. Considerable feeling was expressed over the fact that while the southern rates had been suspended, the increased rates from Ohio river crossings have been in continuance for several months.

It was moved that the chair appoint a committee to investigate the condition thoroughly with a view of relieving the Cincinnati territory of the evident discrimination against it. S. W. Richey, Emil Thoman and Ralph McCracken were appointed on the committee.

Communication from the Lakes to the Gulf Deep Waterways Congress announced the date of the convention to be held at Little Rock, Ark., and asked the Lumbermen's Club of Cincinnati to have delegates on hand at that meeting.

As a result of a canvass of the political sentiment among the members it developed that there were eighteen Wilson men present; thirteen for Roosevelt; ten for Taft and one follower of Debs.

National Conservation Congress Meeting

Beginning Oct. 1, the National Conservation Congress will convene for four days at Indianapolis, Ind. Governor Woodrow Wilson will address the meeting of Oct. 3 at the State Fair Coliseum, which has a seating capacity of 20,000. It is expected that President Taft and Colonel Roosevelt will be in attendance at some time during the convention. Dr. Harvey W. Wiley is announced as speaker at the first night's meeting. Another prominent figure who will be present is Prof. Irving Fisher of Yale. The lumber industry will be represented by Hon. J. B. White of Kansas City, who is president of the congress.

Coming Deep Waterways Convention

There is every indication that the meeting of the Lakes to the Gulf Deep Waterways convention held Sept. 24, 25 and 26 at Little Rock, Ark., will be marked by a record attendance. Secretary Lovelace claims that four thousand delegates have already signified their intention of being present. Cities and sections from all over the affected districts are sending in lists of delegates, which in some instances run into hundreds. There is a probability that both Colonel Roosevelt and Governor Wilson will be in attendance at the meeting, in which case it will be marked by a greater degree of interest than were these eminent characters not present. In addition to these distinguished citizens, other men of prominence throughout the country have signified their intention of attending. Among them will be Governor Colquitt of Texas and Governor Deneen of Illinois, both of whom have been strong advocates of the deep waterways system from its incipiency.

The largest number of delegates from any one point will probably come from St. Louis, from which city it is planned to send a total of five hundred. All arrangements are being made to facilitate the work of the convention, and to take care of a vast amount of clerical and stenographic work attached to it.

Letters have been and are continuing to be sent out to all commercial organizations, mayors, governors and others likely to be interested. Reports continue to come in from various sections contiguous to the Mississippi valley that they are actively at work appointing delegates who will assuredly be on hand.

Manufacturers' Meeting Postponed

The meeting of the executive committee of the Hardwood Manufacturers' Association of the United States, which was to have convened a week ago in Cincinnati, was postponed on account of the fact that several members of the committee had not yet returned to their offices from their summer vacations. The time of meeting was put two weeks ahead.

Fiber Box Manufacturers to Have Hearing

On Oct. 3 manufacturers of fiber containers will have a hearing before the Uniform Classification Committee, at which time they will enter objections to various shipping requirements as covering fiber boxes. Some of the questions have been brought up at previous meetings, but will be reopened for discussion.

The fiber box people contend that present inspection of their containers is much too technical. For instance, they are endeavoring to secure the removal of the requirements by which they must place metal strips as cross-reinforcing on their packages, which strips they contend are unnecessary. If this demand is granted the producer, it is contended by the user that with the removal of such reinforcing it will be easily possible to penetrate the fiber container, remove some of the contents and reseal it without leaving any evidence. Thus it would seem that the fiber box people are working against their own interests.

The meeting should be interesting to wooden box manufacturers.

Golf Tournament in Philadelphia

One needed only to attend the meeting and tournament of the recently organized Philadelphia Lumbermen's Golf Club, held at the St. Davids Golf Club grounds on Sept. 12, to be assured of its howling success as a social and recreative experiment. A handicap game had been arranged in which twenty-eight golfers in groups of two two-somes and six four-somes participated. The eighteen hole course proved unexpectedly one of the most difficult grounds to play on, consequently the scores were not startling, but the contest was spirited throughout and the interest and fun prodigious. Thomas N. Nixon, J. Anderson Ross, W. H. Fritz and Joseph W. Janney tied for low gross net, but as Mr. Janney had already won one prize, and no player could receive more than one, his name was withdrawn from the tie. The matching of coins was resorted to, resulting in first prize, a handsome scarf-pin, going to Mr. Nixon, and second prize, a fine driver, to Mr. Fritz. Joseph W. Janney and Morris C. Burton won each an iron club for the best four-some ball net.

After a sumptuous dinner the meeting was called to order by President Frank Buck. Only routine business was transacted. Ben C. Currie, secretary and treasurer, in reading the minutes of the previous meeting, alluded to the short addresses made by the officers, also to a notable one by Eli B. Hallowell. Mr. Currie then proceeded to read an absurdly concocted humorous address purporting to have been delivered by the said Hallowell, which brought forth roars of laughter, as his hearers all knew Mr. Hallowell never uttered a word when called upon by the president. After a vote of thanks had been extended to W. H. Fritz and the St. Davids Golf Club for the use of the course, President Buck wound up the meeting with an impromptu address, in which he dwelt enthusiastisally upon the brilliant outlook for the club.

Plans are being arranged for another tournament to be played at the Huntingdon Valley Golf grounds some time between the first and tenth of October. On this occasion the players will be the guests of E. F. Henson.

Freight Expert Addresses Mississippi Association

The recent meeting of the Mississippi Pine Association was favored with an address by W. D. Owen of the American Freight Audit & Storage Company of Chicago. This concern has opened up a new thought in auditing freight accounts with a view to saving its clients a great many dollars in overcharges.

The gist of Mr. Owen's talk is an outline of the work of his concern, in which he not only showed the possibilities and benefits to lumber shippers, but cited concrete instances in which considerable money has been saved to shippers themselves. According to Mr. Owen the savings have averaged from one hundred dollars as the minimum up to six hundred or seven hundred dollars. It was conceded by the members of the association that according to the terms of concern's contracts, it had to make recoveries in order to live.

The reason for the existence of such a concern is from the fact that while the average shipper is fairly familiar with transportation problems, he may not have the detailed knowledge of freight rates and en routing, which the expert possesses who has made it his business. This company is located at 39 West Adams street.

Northern Hemlock and Hardwood Cut Statistics

Secretary R. S. Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association has just issued from his Wausau office a statement of cut and shipments of the association members for August, 1911 and 1912, and for the eight months from January to September of the two years. Each statement is compiled from the reports of fifty-nine firms, and the summary shows that there was a decrease in hardwood cut in August, 1912, as compared with that of August, 1911, of eighteen per cent, and an increase in hardwood shipments for the same period of twenty-nine per cent; a decrease in hemlock cut of thirty-three per cent, and an increase in hemlock shipments of seventeen per cent. The total decrease therefore in cut was twenty-two per cent, while there was an increase in total shipments of twenty-one per cent.

The report shows that in August, 1911, there were 60,356,000 feet of hemlock cut as against 46,452,000 feet in August, 1912. On the other hand the shipments in August, 1911, amounted to only 39,925,000 feet, slightly more than one-half the cut, while in 1912 they aggregated 46,687,000 feet, slightly in excess of the total cut.

There was more maple cut in both years than any other hardwood, the total being 4,372,000 feet for August, 1911, and 4,289,000 feet for August, 1912. Figures for shipments, however, show that there was an increase for that period of almost 3,000,000 feet.

Next to maple, birch showed the largest cut and shipments. There were 3,529,000 feet of the birch cut in August, 1911, and 3,410,000 feet in August, 1912. Shipments during August of last year were 5,897,000 feet against 9,233,000 for August, 1912.

Basswood and oak were the only hardwoods which showed any falling off in shipments, the decrease in both cases being slight.

Figures for the first eight months of the year show that there is a decrease in hemlock cut of one per cent, and an increase in hemlock shipments of thirty-six per cent. The decrease in hardwood cut during this period was fourteen per cent, while hardwood shipments increased twenty-nine per cent. Thus the total decrease in cut up to Sept. 1 was seven per cent, and the total increased shipments thirty-four per cent.

Milwaukee Loses an Old Lumberman

The death of George J. Forster, secretary of the Forster Lumber Company of Milwaukee, Wis., was announced on Sept. 18. Mr. Forster has been in poor health for a couple of years and recently returned from a tour of European health resorts where he made an effort to regain his lost health. On coming back to Milwaukee in July, however, he continued to grow worse and was constantly failing until his death.

Mr. Forster was a native of Milwaukee, having been born there Jan. 3, 1861. Aside from a stay of eleven years in Munising, Mich., he has spent his entire life in that city.

J. W. Thompson Returns to Memphis

Not many months ago it was announced that J. W. Thompson of the J. W. Thompson Hardwood Company had moved from Memphis, Tenn., to offices in Chicago. Mr. Thompson recently concluded to transport his operations from here back to Memphis, and is now occupying new offices in the Porter building. Before his removal to Chicago Mr. Thompson had been for a long time a resident of Memphis, where he has a host of friends both in the lumber business in that city and in its general society. The business will be carried on along the same lines as have characterized his operations in Chicago.

Handle Company Busy

The Sperry Manufacturing Company of New Haven, Conn., one of the largest manufacturers of hardwood handles in the country, reports that it can not get enough extra help to keep up with its orders, and that it is now nearly three months behind. This condition is due both to a scarcity of labor and to the unusually brisk condition of the handle industry.

Foreign orders are taking up a large portion of the factory's facilities. Australia, South Africa and South America are the destinations of many of the large orders of hardwood handles shipped from the Sperry plant.

Large Concern Liquidates

The United States courts of Abingdon, Va., and Greeneville, Tenn., were last week in receipt of voluntary and involuntary petitions in bankruptcy against the J. A. Wilkinson Lumber Co., Inc. of Bristol, Va.-Tenn.

The involuntary petition was against Mr. Wilkinson individually, he having done a large business both under the style J. A. Wilkinson Lumber Co., Inc., and under his own name. The failure was not altogether unexpected on the part of the local lumbermen inasmuch as numerous rumors of pending insolvency had been connected with Mr. Wilkinson for some time. At a meeting of the creditors which will be held at an early date, trustees will be appointed to look after their interests. It is estimated that the net liability will approximate $150,000. The aggregate assets of both the Wilkinson corporation and Mr. Wilkinson personally are in the neighborhood of $213,000, which sum, of course, will be greatly reduced by having the assets disposed of through auction.

Mr. Wilkinson went to Bristol originally from Meadow View, Va., and started business with considerable actual cash assets. The loss of the Bristol plant by fire about five years ago occasioned a cash loss of $75,000. Price & Pierce, Ltd., of London, England, then backed him in rebuilding his present plant along the right-of-way of the Southern Railroad. The investment in the factory site was $10,000 but construction had scarcely begun on the plant when he was offered $20,000 by that railroad.

A loss of over $50,000 sustained last year on account of shrinkage of export stock in storage, coupled with a loss of $20,000 resulting from the failure of a Trenton concern, are direct causes of the financial difficulties of Mr. Wilkinson.

The statement of the affairs of the Wilkinson corporation showed the liabilities as $73,494.56 in which are included secured claims to the extent of $42,245.87 and unsecured claims for $30,990.80. About $20,000 of the latter is due holders of the Chas. R. Partridge Company's paper, the failure of which concern contributed to the Wilkinson bankruptcy and on which Mr. Wilkinson's endorsement was put. The assets aggregate $49,007.70 including $15,000 in stock, $15,000 in machinery and tools, $3,000 bills and notes, $4,728.57 wholesale accounts and $5,461.77 retail accounts.

A New Book on Forestry

Those who own woodlands or who are in any way concerned with timber or tree planting, will read with interest a new book from the pen of Herman H. Clapman of the Yale Forest School. It is a book for the busy man, for it is short and to the point. It may be read in two hours, and it would be difficult to find another publication which will give so much practical information on the subject of forestry in so short a time. It touches and disposes of the principal points only; elaborate discussions and demonstrations are not undertaken. It deals no further with botany than is necessary to show conditions under which trees will reproduce, grow, and produce timber. Plain directions are given for taking care of the forest, both while it is growing and during the process of cutting. The injury done by fires is pointed out, and methods of preventing and extinguishing them are outlined. Soils are briefly discussed and ways of caring for them are suggested. A decided stand is taken that forests exercise a controlling influence upon stream flow, as well as in protecting the soil from washing, but the author does not believe that trees have much to do with a country's climate. Questions like that, however, are not discussed at length, preference being given to topics of more immediate interest to the man who is concerned with making money out of his timber. The book is from the press of the American Lumberman, 431 S. Dearborn street, Chicago.

Philadelphian Talks on Conditions

J. Gibson McIlvain, Jr., of J. Gibson McIlvain & Co., extensive hardwood house of Philadelphia, has just returned from a visit to their lumber yard in Nashville, Tenn., the Woodcliff Lumber Company operation at Monterey, Tenn., the Lovelady Lumber Company operation at Jasper, Va., and other operations. He says stocks are very scarce, particularly in oak, and he looks for an advance of five dollars a thousand on No. 1 common quartered oak, and one to ten dollars a thousand on one and two quartered oak within a very short time. Quartered oak has become so scarce within the past few weeks that he says it is bound to advance in price.

Business conditions, as he sees them, he says were never in a better shape than today. The only thing he can see that is likely to mar a

great era of prosperity in this country would be some special damaging act on the part of the coming administration. Mr. McIlvain makes several trips through the South every year and he says on every visit he notices a marked improvement in the conditions of the South. It is growing, progressing and building up at a rapid rate.

Mr. McIlvain states that the Woodcliff Lumber Company is now manufacturing as fine a stock of quartered oak, poplar and chestnut, together with such plain oak as there is to be found. E. S. West will shortly take charge of the sales for this company. He will be located at the mill near Monterey. Parties going to visit the plant can get off at Woodcliff station, three miles west of Monterey, where they will be received and taken care of.

Occupies New Offices

The Heineman Lumber Company moved into its new office building at Merrill, Wis., last week. This concern was formerly located in the Citizens National Bank building at that place, but now occupies a building of its own in connection with its mill. The new building is very convenient, commodious and is strictly modern in every particular. In addition to the general office, each department is amply provided for.

Steam heat, electric lights, etc., have been installed in the building, and the rooms will be finished in maple and tastefully furnished. Nothing has been omitted which would add to the attractiveness of the company's new quarters.

Valuable Catalogue

An attractive and valuabe catalogue has been issued by the Clyde Iron Works of Duluth, Minn., illustrating hoisting engines and suspension cableways. This apparatus is of especial interest to lumbermen who are carrying on operations in rough country where it is necessary to transport logs or other heavy material across ravines, rivers or other obstructions where roadways would be difficult and expensive. The cableways are also used for storing logs where, for lack of space, it is necessary to pile them high. This machinery is constructed to be operated by steam or electricity, and the towers on which the cables run are of three patterns, stationary, semi-portable, and portable. The catalogue, which is designated as "Catalogue E," describes many other kinds of hoisting and transporting machinery, suitable for various purposes. If any lumber manufacturer has failed to receive a copy of this work, he should apply for one at once to the Clyde Iron Works, Duluth, Minn.

Bureaus Consolidated

The Bureau of Manufactures and the Bureau of Statistics, of the Department of Commerce and Labor, have been consolidated into one office, known as the Bureau of Foreign and Domestic Commerce, with headquarters at Washington, D. C. The consolidation of the two bureaus, whose work was somewhat similar, is in conformity with the policy of concentration and economy recently recommended to the various governmental bureaus and departments.

Failure of Baltimore Concern

It was announced on Sept. 11 that Mann & Parker, a prominent hardwood house of Baltimore, Md., went into bankruptcy individually and as a firm. The firm consisted of Stephen S. Mann and Frank E. Parker. The case was before the United States district court with W. E Meyers as referee in bankruptcy. There were three petitioners in the proceedings, namely the Fields Lumber Company, the American Lumber Company and the American Ice Company, with respective claims of $4,604.55, $1,273.71 and $13.65.

No inkling of the condition of the firm had been reported until a short time ago when Bradstreet's report showed that it was in precarious shape. This concern has been operating in Baltimore for the past ten years, and both principals are widely known in the hardwood business.

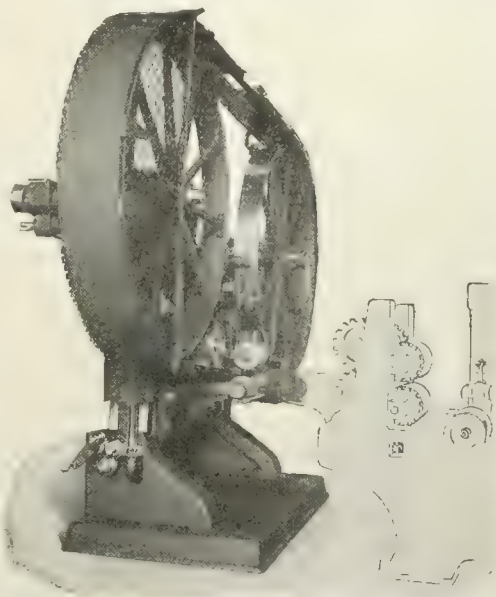
The responsibility for the financial difficulty of Mann & Parker rests with an investment they made in a South Carolina sawmill operation. The mill unfortunately was consumed by fire some time ago, and in view of debts incurred at the time the operation was taken over, it has never been rebuilt.

New Grand Rapids Plant Progressing

Word comes from Grand Rapids, Mich., that the work on the new building of the Rice Veneer and Lumber Company, located at that place, is progressing rapidly, and that it is expected the company will occupy the plant by November. The building will be two stories high with a basement, and will be of fireproof construction throughout. In excavating it was found necessary to go twenty feet below the surface of made land in order to get a suitable foundation.

Horizontal Band Resawing Attachment

Wm. B. Mershon & Co., Saginaw, Mich., have recently added to their already extensive line of special tools for use with thin saw blades, a horizontal band resawing attachment for use in connection with planers and matchers.



NEW HORIZONTAL BAND RESAWING ATTACHMENT

As is shown in the accompanying cut, this attachment can be applied to any standard planer or matcher. The installation of the resaw involves no serious difficulties as it is a self-contained machine mounted on a substantial base. It does not extend below the floor line.

The band wheels are protected by a metal guard and wire screen. A sawdust hood and collar is also furnished so that connection can most conveniently be made with the blow-pipe system at very little expense.

One of the most important mechanical improvements made available by this new resaw is the use of rotary saw guides or crowding wheels mounted on ball-bearings, and positively supporting the short cutting section of the saw blade. This not only insures accuracy, but makes possible a very much faster feed than could otherwise be maintained.

The band wheels tilt for bevel siding and may be raised or lowered in order to center or saw stock off from center, as may be desired. A novel straining device has been applied to this machine, consisting of a nest of special coil springs by means of which a constant cushion is provided under the main bearing. This device also provides for accurately weighing and instantly reading the amount of strain in pounds that is being carried by the saw at any time.

This new application of the band resaw to planing mill service has attracted very wide attention, and owing to the fact that it can be used with any planer or matcher is proving a great convenience. It has been found also to involve a considerable amount of economy as it not only saves labor but makes it possible to use planers or matchers already installed to better advantage than heretofore.

The Timber Wealth of Brazil

A recent issue of the London Times contained a long article on the vegetable wealth of Brazil. It gives a partial list of the timber trees of the country, showing numerous species, many of which are valuable on account of beauty and strength. The aggregate area of the three states, Amazonas, Para, and Matto Grosso, is 1,427,745 square miles, and this vast tract is practically one continuous forest. At the Chicago Exposition the state of Amazonas alone exhibited 441 kinds of woods, while an incomplete index for the whole of Brazil, published by André and José Rebouças, in 1878, gives no less than 22,000 specimens, including ornamental plants, ferns, etc. Not a dozen Brazilian woods are known in Europe, and not even the fringe of this immense wealth has been touched, for the reason that rubber, in its many forms—seringa, caucho, manicoba, taparu, etc.—has hitherto absorbed all the attention of capitalists, if not all the available labor. Rosewood and a few others are exported abroad, and a fair quantity of native timber generally is consumed in Brazil, mainly as fuel; but the backwardness of the industry is indicated by the fact that the country imports a large amount of foreign pine annually, while the pine forests of the state of Parana could supply the world with this much-needed lumber. Besides the states already mentioned in this connection, those of Espirito Santo, Rio de Janeiro, and Minas Geraes, constituting what may be called the central zone, are especially rich in woods unrivaled for strength, or beauty, or durability.

To Increase State Reserve

The state of Wisconsin is planning to purchase 36,000 acres of cut-over land in addition to its forest reserve. The recent purchase of land in Oneida and Vilas counties from the Land Log & Lumber Company of Milwaukee added some 20,000 acres. The remaining 16,000 acres will be taken on at the consummation of a sale on the part of the H. W. Wright Lumber Company of Merrill, which concern will transfer that much cut-over land to the state. The first 20,000 acres were cut over nearly twenty years ago and negotiations for their purchase have been going on for about a year.

Forestry in North Carolina

The North Carolina Geological and Economic Survey last spring sent its forester, J. S. Holmes, to Europe to study forestry methods there for the express purpose of applying the knowledge thus gained to improve conditions in North Carolina. Mr. Holmes is writing brief bulletins which are being published at the state's expense, and distributed among the people. Such methods as are used in foreign countries, which seem applicable to conditions in North Carolina, are described and the good results obtained are pointed out. Mr. Holmes has found two kinds of work carried on in foreign countries which he believes can be profitably undertaken in his state. One is the fixing of sand dunes on the southwestern coast of France, for a distance of 170 miles, along the Bay of Biscay. A century ago that region was almost a desert, owing to the cutting of the forests and the drifting of sand. By planting trees and sowing coarse grass the moving sand has been stopped, and the region is again prosperous and fertile.

Mr. Holmes sees a very similar problem to

be solved on the Carolina coast where the timber has been cut and the sand is beginning to drift. He believes that the same treatment will produce results similar to those in France, and that the problem may be attacked and solved before the desert conditions have become disastrous.

Conditions in the mountains of Switzerland impressed Mr. Holmes with the belief that the mountains of western North Carolina could profit by the lessons which have been so thoroughly learned in Europe. The similarity between some of the mountains of Switzerland and those of North Carolina is declared to be very striking, except that the Swiss mountains are under intense cultivation, the arable land in pasture and farm crops, and the rough, steep land in timber. There is not an idle acre, and every rod is profitable. That condition, of course, does not now prevail among the mountains of western North Carolina, but Mr. Holmes, who knows every mile of the region, sees no reason why the southern Appalachians may not equal the Swiss Alps in scenic beauty and commercial wealth. However, while fires and other destructive agencies are at work, that can never be. Furthermore, nothing is being done to build, restore, and beautify.

Prominent Machinery Man Dies

Anthony Schnier of the Smith, Myers & Schnier Company, Cincinnati, O., died in that city on Sept. 7 at the age of eighty-one. Mr. Schnier was president of this concern which is one of the most widely known sawmill machinery manufacturers in the country. Mr. Schnier personally and his concern, in a business way, were strong factors in Cincinnati social and business affairs.

The deceased was born in Germany in 1830 and came to America in 1845. His inclination and opportunities soon connected him in a line which he had since followed and the present firm was established as a partnership in 1832 with the style Smith, Myers and Schnier. The concern immediately began the construction of sawmill machinery of various types and in 1891 was incorporated.

Orangewood in Demand

Some of the old orange groves in the San Gabriel valley, California, are being cut down to make room for buildings where new towns and additions to old ones are laid out. The trunks and larger branches are cut in cordwood lengths, and the wood finds ready sale at $22 a cord, which amounts to about $44 a thousand feet, board measure. The orangewood is bought by manufacturers of novelties. It is specially prized by the makers of manicure sets. Some of the small articles in this class are among the highest priced commodities made of wood. A small stick for dressing the finger nails is an example. This article sells for fifty cents or more, and fifty thousand of them may be made from a thousand feet of good orange lumber. California is not alone in supplying orangewood to manufacturers. A considerable quantity comes from Florida. It is said that many of the orange trees which were damaged by the phenomenal freeze eighteen years ago in northern Florida, have been cut and shipped to Palestine, where the wood is worked into souvenirs to be sold to tourists in the Holy Land, who are frequently assured that the wood grew on "the mountains round about Jerusalem."

Canadian Railway Ties

Hewed railroad ties continue to predominate over all others in Canada, according to the latest statistics. Twelve years ago seventy per cent of all the ties were hewn, and that was exactly the ratio in 1910. A hewed tie costs about three cents more than a tie made in a sawmill, but railroads continue to pay the difference, because the former is considered superior. Oak ties cost more in Canada than any other species, and spruce and white pine ties are cheapest. Other species which occupy important places in the tie business are Douglas fir, hemlock, northern white cedar and jack pine. The treatment of ties to prevent decay is on the increase in Canada.

The Larch Saw Fly

It is reported in Minnesota that the larch saw fly is injuring tamarack trees in that state. The damage is not yet great but fear is expressed that the worst is to come. The pest came originally from Europe, and has been active for some years in the tamarack forests of Maine and Quebec. In some localities it has done considerable damage. It has been suggested that it might be curbed by importing a parasite from Europe which has served to keep the fly in control in that country. The lumbermen of Minnesota view the matter with considerable apprehension because that state has large amounts of tamarack in its forests.

New Grand Rapids Corporation

The Dennis-Canadian Lumber Company has been incorporated in Grand Rapids, Mich., with a capital stock of from $400,000 to $500,000. This concern is considered one of the largest lumber manufacturing and jobbing houses in the city. It is headed by A. L. Dennis, who is also head of the A. L. Dennis Salt & Lumber Company of the same place and the personnel of the new concern will be identical with that of the old Grand Rapids concern.

The formation of the new company has been the result of imminent cutting off of the timber supply of the A. L. Dennis Salt & Lumber Company, the new concern having an option on 143,000 acres of timber in Ontario. This runs largely to hardwoods with a smaller percentage of hemlock and pine. Mills will be erected to exploit the new timber.

It is planned to continue the sales office and head office in Grand Rapids, in which place practically all of the capital has been raised.

Memphis Lumberman Is Inventor

J. P. Sullivan in the wholesale hardwood business in Memphis, Tenn., just obtained patents on a device for the prevention of sap stain in lumber. Mr. Sullivan's application for patent was submitted by his attorney some time ago and after consideration, his request was duly complied with. The idea involved in the machine is that the creation of an electric current of a certain voltage will decompose and destroy the fungus which produces the stain in lumber. The basis on which the idea is carried out is that tannic acid and the alkali in the lumber have a tendency to combine and to thus create the fungus growth which has caused so much trouble. It has been demonstrated that a high voltage current will completely remove the possibility of combination.

Mr. Sullivan's machine provides for the lumber being run through it after leaving the trimmer. In addition the contrivance will be so established as to make it possible to treat standing timber in the same way. It is expected that the machines will be in operation in the Memphis territory in the near future.

Greenheart Wood for Panama

The man who has been accustomed to fish with a high-priced greenheart rod so strong and tough that it will land a shark, is apt to imagine that the wood is preëminently a fishingrod material. The United States government is putting this wood to more serious use at Panama, where 140,000 feet of it will go into sills and other parts of the lock gates of the canal. The wood's great value is due to its phenomenal resistance to decay, its enormous strength which enables it to sustain loads and resist jars which would shatter most woods which are usually regarded as strong; and the extreme hardness that makes it possible for it to endure wear and tear of time and of the elements for long periods. One of the requirements of the wood to be used in the canal gates at Panama is that it must be immune to attacks of the teredo. This marine borer quickly riddles most woods left within its reach in brackish waters of the tropics; but it is claimed that greenheart, either because of its hardness or on account of some material in the wood, is immune from the attacks of that destructive animal.

New Concern in Cincinnati

The Anchor Lumber Company is the style of a new wholesale hardwood concern which has recently been incorporated at Columbus, O., to do business in Cincinnati, with headquarters in the latter city. This concern is capitalized at $25,000 and will be made up of C. W. Sprinkler and E. F. Williams, both formerly connected with The Hardwood Lumber Company, which recently suspended operations in Cincinnati. Mr. Sprinkler was vice-president of The Hardwood Lumber Company and Mr. Williams, secretary. With them are associated E. Hirschauer and E. R. Roskrodt.

Will Test Cross-Tie Woods

The proposed railroad from Panama to Chiriqui, a distance of two hundred miles, will afford an opportunity to test a number of tropical woods for cross-ties. About 500,000 ties will be used in the building of the road, and it is proposed to utilize a number of the most promising hardwoods in the region. An important thing to look out for is a wood which, when laid in the track, will not be speedily eaten up by voracious tropical ants.

Unfounded Prophecy

Forest Bureau Inspector of Minnesota Arthur F. Oppel is credited in the newspapers with the prophecy that within ten years cottonwood will become one of the leading species used for lumber purposes. This result, he thinks, will be brought about through a recently discovered treating process for cottonwood. Without detracting anything from the good name and excellent qualities of cottonwood, doubt may be expressed as to the correctness of the prophecy. This wood is not a new source of lumber. In fact, the available supply is known to be on the decline. No treating process can add to the supply until trees can be planted and grown to commercial size, and that will take a long time. No large amount of young cottonwood is coming on. It has not been much planted in recent years because the objectionable habits of its bloom and its roots have put it out of repute as a shade tree and windbreak. Successful treatment of young cottonwood posts to hinder decay would doubtless cause more of them to be used for that purpose; but that prospect is hardly sufficient to warrant the prophecy that cottonwood "promises within ten years to become one of the leading species used for lumber purposes."

Black Italian Poplar

The black poplar (*populus nigra*) which is a native of Italy, now grows so widely in the United States that it may be considered as a naturalized species. The most common form in this country is the Lombardy poplar. Few trees are more easily recognized by their shape. It grows very tall and the limbs lie almost flat against the trunk, forming very acute angles with it. A tree seventy-five feet high may have a spread of branches not much exceeding ten feet. It has been much planted in this country for ornamental purposes, but on account of its slim, spindle-like crown, it is not worth much for shade or as a windbreak.

It is peculiar in another way. While its branches are of the narrowest expansion among hardwoods, its roots spread far and wide. Few trees send their roots farther. For that reason, it is often considered a nuisance. The roots insinuate themselves with cellars, cisterns, and sewer pipes, causing no end of trouble.

The wood is valuable for certain purposes, though it seldom if ever goes under its own name in this country. It is cut locally, and

since most of the trees are young and limby, the lumber is full of knots. It passes as cottonwood where it is given a name. Most of it finds its way to box factories, or is used for rough lumber. In years to come, when the trees are larger, and new growth of wood has covered the early knots, the lumber will have a wider range of uses. There apepars to be no reason why it may not become as valuable as the same wood in Europe, when it has acquired the requisite age. Recent sales in England were made at $60 a thousand. The London Timber News in discussing a sale of this wood said: "The trees were exceptionally nice and clean, and averaged seventy cubic feet each. It is seldom that so valuable a lot of poplar is to be seen, and the merchant who bought it told us that it was required for special work at the docks. For railway brakes it is an invaluable wood, and as it teases rather than splits is frequently employed in the making of carts and barrows for the conveyance of stones or other commodities that are apt to hit hard in loading. In the manufacture of cheap packing-cases poplar wood is also largely employed, and vast quantities of it are used in the making of soap boxes and other cases where lightness takes precedence of lasting properties."

Regarding the Ten-Hour Law in Mississippi

The Mississippi Lumber Company of that state recently received a valuable verdict from Judge Buckley in the circuit court at Quitman, Miss., in which the concern was vindicated of its charge of having violated the ten-hour law. The court handed down the decision in which the law was pronounced inconsistent and in violation of both state and federal constitutions. While this is the second severe reverse the defenders of the law have received, it is anticipated that they will carry the case to the supreme court of the state.

A British View

The London Timber News of Sept. 14 takes a rather discouraging view of American efforts to sell lumber directly to English consumers. It says:

"A representative of the Bureau of Manufactures, Department of Commerce and Labor, of the United States, has been in this country on a mission, of which part was to study the conditions of the English cabinet manufacturing trade from the viewpoint of the American producer of hardwoods. The question as to the possibility of direct trading between English consumer and American producer was, doubtless, the principal object of investigation. What conclusions were derived as a result of these inquiries we do not know, but we feel confident that the knowledge gained will banish any idea that may be entertained among the lumber manufacturers in the United States as to the feasibility of any scheme of such direct trading. No doubt the possibilities of such methods would appeal to lumbermen in America ignorant of the organization of the manufacturing furniture business here. In America the conditions are very dissimilar; the business there is in fewer hands, operations are on a much wider scale, and material can be bought by the large factory men in huge quantities.

"These conditions enable the producer to sell economically to the manufacturer, whereas in this country the difficulties in the way of such a trading are insuperable. Here business would be impossible without the distributing firms, and to this conclusion we are certain the bureau's official will agree."

Tennessee to Conserve Its Forests

The Nashville board of trade at a recent meeting went so far in the direction of conserving the Tennessee forests as to appoint a committee to investigate measures for such an object. The committee is headed by C. M. Morford, prominent in a local lumber fraternity, and is comprised primarily of Nashville lumbermen.

The Nashville board of trade and the local lumbermen's club will co-operate in the effort to conserve the forest resources of the state, and it is hoped that sufficient information and data will have been obtained by the next meeting of the state legislature to ask for an appropriation for this purpose.

One of the main objects of the committee is to secure a general enforcement of state laws covering forests, which it is claimed are equally as efficient as those of any other state in the Union.

One of the most practical provisions, which an effort will be made to enforce, is that demanding that railroads provide their locomotives with spark arrestors to minimize the danger of forest fires, and also that they be required by law to keep the right of way one hundred feet wide clear of combustible material.

It is anticipated that an appeal will be made by the committee to reforest lands.

"The Profession of Forestry"

One of the newest publications of the Forest Service is a bulletin under the above caption by Chief Forester Henry S. Graves. The bulletin outlines the remarkable development of forestry in the United States as compared with its much slower development in foreign countries, although, of course, it is recognized that the profession has actually advanced further abroad than here.

It takes up the various phases of the life of the forester, describing the profession as a vocation; giving a summary of the requisites of the profession and the necessary training.

The field of work is outlined under four headings, namely, government work, state work, private work and research work. Under the head of government work is outlined the administration and protection of the national forests; investigation and co-operation, and how the force is recruited.

Will Propagate Black Locust

The Indiana State Forester, at Indianapolis, has taken up the work of propagating black locust from seeds grown in that state. Collections will be made from healthy young trees in various localities. It is believed that trees thus grown will resist attacks of borers better than stock shipped from nurseries in this country and in Europe. Trees growing wild in Indiana are said to be comparatively immune to the attacks of borers. The value of locust for fence posts is well known. The wood resists decay so well that it stands at the head of post timbers in this country. It grows rapidly, and the tree is of good shape when produced in tolerably dense stands.

A Gratifying List of Customers

The remarkable growth of the dry-kiln department of the Grand Rapids Veneer Works of Grand Rapids, Mich., is best indicated by a short summary of the actual work installed recently by that company. The following are names of concerns prominent in the lumber field, which have during the past few months purchased dry-kilns from this progressive concern:

Henry Shenk Company, Erie, Pa.; Mersman Brothers Brandts Company, Celina, O.; Interior Woodwork Company, Milwaukee, Wis.; Kindel Bed Company, Grand Rapids, Mich.; United Refrigerator & Ice Machine Company, Kenosha, Wis.; Day Lumber Company, Seattle, Wash.; Duluth Show Case Company, Duluth, Minn.; S. N. Brown & Co., Dayton, O.; Youngsville Manufacturing Company, Youngsville, Pa.; Massey-Harris Company, Brandtford, Ont.; Woodstock Woodworking Company, Woodstock, N. B.; Western Steel Car & Foundry Company, Hegewisch, Ill.; Colter & Company, Bucyrus, O.; Canada Furniture Manufacturers, Ltd., Berlin and Woodstock, Ont.; Binghamton Lounge Company, Binghamton, N. Y.; Pressed Steel Car Company, McKees Rocks, Pa.; Sporleder Manufacturing Company, Wauwatosa, Wis.; Schwager & Nettleton Mills, Seattle, Wash.; W. S. Milne, Cleveland, Tenn.; Cobbs & Mitchell, Inc., Cadillac, Mich.; Yellow Poplar Lumber Company, Coal Grove, O.; Appalachian Furniture Company, Bluefield, W. Va.; Gall Lumber Company, Toronto, Ont.; Hammond Lumber Company, Hammond, La.; G. R. Refrigerator Company, Grand Rapids, Mich.

Building Material Advance

The advance in the cost of building material is not confined to this country alone. An exhaustive consular report from Russia, containing a summary of conditions in several of the principal cities of that country, shows that increase in cost is almost everywhere observable. In a number of large towns the authorities have undertaken to manufacture material, particularly brick and cement, because the sharp advances in cost in the open market have embarrassed operations under way. One of the causes assigned for this increase in Russia is the tendency of country people to move to cities, and the consequent need of additional houses and factories. Another cause is stated to be the increase of available capital which is seeking investment in cities. Though more building material is manufactured than ever before, it is not sufficient to meet the increasing demand. In Moscow, for example, 3,000 buildings were erected last summer; and though 300,000,000 bricks were manufactured in that district, being an increase of forty per cent, the price advanced.

Miscellaneous Notes

The Queens Lake Lumber Company at New Memphis, Ill., has dissolved.

The Grobhiser Cabinet Makers Company has reduced its capital to $150,000.

The Cadillac Handle Company is building a factory at Harbor Springs, Mich.

The E. C. Ganahl Lumber Company at Mobile, Ala., is closing out its business there.

The Harris Player Piano Company has been incorporated at Binghamton, N. Y., with a $75,000 capital.

The Illinois Cabinet Company at Rockford, Ill., has increased its capital stock from $100,000 to $200,000.

The Louisiana Logging Company has been incorporated at Louisville, Ky., with a capital stock of $50,000.

The name of the Standard Lumber Company at Montgomery, Ala., has been changed to the Atlas Lumber Company.

The Aberdeen Furniture Manufacturing Company has been incorporated at Aberdeen, Wash., with a capital of $75,000.

The Thomas R. Riley Lumber Company has been incorporated at Winston-Salem, N. C., with a capital stock of $75,000.

A new incorporation at Binghamton, N. Y., is the Binghamton Box & Veneer Company, with an authorized capital of $16,000.

W. H. Cook & Co. have commenced operating their sawmill and veneering plant located on North Detroit street, Warsaw, Ind.

Roy Patton, William F. Netling and Ignatz Herz are the incorporators of the Roy Patton Lumber Company at Jackson, Ky., with a capital of $25,000.

The Memphis Coffin Company is enlarging its already big wood-working factory at Memphis, Tenn., and has increased its capital stock from $50,000 to $250,000.

The Swartzwelder Lumber Company, Hudson, W. Va., has purchased timberland containing two million feet of timber, and will install a sawmill for its development.

The big planing and wood turning mill of the Robinson Lumber Company at South Brand, Mich., was destroyed by fire on Sept. 10. The loss is estimated at $50,000.

The large veneer factory, mills, dry-kilns and drying sheds of the Niagara Veneer and Basket Company at Perry Sound, Ontario, Canada, were destroyed by fire on Sept. 11.

The Irving Park Furniture Company has been formed at Chicago by Johann Waage, Frank H. Culver and John A. Brown, and will manufacture and deal in furniture and other household goods.

The Meyer Brothers Furniture Company has been organized at Cincinnati, O., with a capital

of $15,000, the principals being John C. Meyer, J. M. Meyer, Wm. L. Strothfang and W. R. Thomson.

A new lumber concern at Churubusco, Ind., is the Spangler and Grouleff Lumber Company, with a capital stock of $10,000. The directors are William F. Spangler, Rachel Spangler and Albert Grouleff.

The Kiser-Clement Manufacturing Company has been incorporated at Greensboro, N. C., with a capital of $100,000, by Claude Kiser, W. L. Clement and O. N. Kiser. The company will manufacture lumber and furniture.

E. W. Forstbauer, D. H. Turnbull and W. E. Zweigle are the directors in the newly formed Four-in-One Manufacturing Company located at Mishawaka, Ind., with a capital of $7,500. This new concern will manufacture ladders.

The National Handle Company will improve its plant at Blytheville, Ark., to the extent that when completed it will be one of the largest handle factories in the state. The buildings will be constructed of reinforced concrete.

Another incorporation is that of the National Pole Company of Escanaba, Mich, with a capital of $1,000,000, of which $100,000 is represented by property in Wisconsin. Clark Kirkpatrick of Park Falls, Wis., is among the interested parties in this concern.

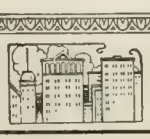
On Sept. 15 fire destroyed the plant of Hartman, Schloss & Co., located at 167 North Ann street, Chicago, Ill. This concern manufactured picture frame mouldings. The loss upon the building is reported as $20,000, and a like amount upon its contents.

Joseph T. McGowin, Mobile, Ala., is reported to have purchased 11,000 acres of timberland estimated to contain 60,000,000 feet of cypress and hardwood timber, and 70,000,000 feet of long leaf pine. The property includes a mill with a daily capacity of 50,000 feet of lumber.

Articles of incorporation have been filed at Frankfort, Ky., for the Kentucky River Railroad and Lumber Company, with a capitalization of $100,000. The company is to construct a railroad from Stafford Station, on the Big Sandy division of the Chesapeake & Ohio to Lick Fork, Ky.

The W. E. Terry Lumber Company of Galesburg, Ill., was incorporated on Sept. 12 with a capital stock of $50,000. The company is the same as that which operated a business in this city for some years under that name. The incorporators are: W. E. Terry, Jr., J. D. Welsh and F. O. McFarland.

The Carter Lumber Company of Cairo, Ill., has built two mills near Raysville, La., to manufacture wagon and dimension stock. The southern buying office of the concern has been moved to Raysville, and is in charge of C. C. Carter as manager. M. S. Carter is manager of the main office at Cairo, Ill. The output of the mills will be shipped to the latter point, where it is manufactured into finished condition.



Hardwood News Notes



CHICAGO

Edward C. Mershon of Wm. B. Mershon & Co., Saginaw, Mich., called at HARDWOOD RECORD offices on Sept. 18, on his way to the South. Mr. Mershon has just returned from a trip to Russia and is now planning to visit southern mill points.

R. T. Cooper, sales manager for the Memphis Saw Mill Company, Memphis, Tenn., was in town a few days a week ago.

R. L. Rhymes of the R. L. Rhymes Company, which concern is located at Memphis, Tenn., spent several days of last week with the local trade.

L. Wheeler of J. W. Wheeler & Co., Madison, Ark., has been in the city for several days in conference with members of the local trade, and with his customers.

J. T. Phillips, vice-president and general manager of the Diamond Lumber Company, located at Green Bay, Wis., spent Thursday of last week in the city on matters in connection with the Northern Hemlock and Hardwood Manufacturers' Association.

J. C. Knox, secretary of the Michigan Hardwood Manufacturers' Association, with headquarters at Cadillac, Mich., was in the city Wednesday and Thursday of last week. Mr. Knox came to Chicago to attend the meeting of the Interstate Commerce Commission with reference to the hardwood rate to the Pacific coast.

W. L. Saunders, general manager of the Cummer-Diggins Company, Cadillac, Mich., was in town with Mr. Knox of that place, Thursday and Friday of last week, also in the interests of the hardwood rate to the Pacific coast.

Herman H. Hettler of Chicago, head of the Herman H. Hettler Lumber Company, is spending a couple of weeks at the northern operations of that concern in the Georgian Bay district.

A. T. Goldsmith, general manager of the Radford-Portsmouth Veneer Company, Radford, Va., was in town most of last week soliciting trade. Mr. Goldsmith is now spending several days in the Wisconsin valley, and reports that trade has been good with him throughout the entire eastern and middle west territory.

E. A. Thornton, president of the E. A. Thornton Lumber Company, with offices in the Chamber of Commerce, Chicago, returned the middle of last week from a northern buying trip.

Frank Robinson of the Anderson-Tully Company, Memphis, Tenn., spent last week in this city on business.

It is announced by the Farson & Sons Company, bankers of Chicago, that the entire issue of six hundred thousand dollars of bonds on the John R. Davis Lumber Company, Phillips, Wis., plant has been retired.

Henry Ballou of Cobbs & Mitchell, Inc., Cadillac, Mich., spent a few days last week in Chicago on business connected with the Mitchell interests.

R. L. Stearns of the Stearns Coal and Lumber Company, Stearns, Ky., was one of the recent distinguished visitors in the hardwood trade.

R. S. Kellogg, secretary of the Northern Hemlock and Hardwood Manufacturers' Association, Wausau, Wis., spent a few days in Chicago last week.

The September edition of the Lumber Law Review, published monthly by the National Lumber Manufacturers' Credit Corporation of St. Louis, was recently received. In it are noted a number of cases in which decisions have been handed down to the interest of the lumber trade. A feature of this bulletin is a list of fourteen questions and answers as shown on the back page and covering the fundamental business laws of the state of Nebraska.

The Mechanic, an interesting little journal covering machinery and wood workers, issued by the H. B. Smith Machine Company of Smithville, N. J., has just arrived at this office. The book is interesting as usual and contains considerable instructive information.

Walter Müller of T. F. Müller & Sons, Hamburg, Germany, has been in Chicago for several days this week. He is making an extended tour through the States, looking over hardwood conditions. Mr. Müller states that aside from the seriousness of the ocean freight rate question, conditions abroad are extremely favorable.

NEW YORK

J. S. Richards of the Peale-Coryell Lumber Company, Fifth Avenue building, selling agents for the Wm. Whitmer & Sons operations, returned during the fortnight from a special trip with Mr. Whitmer inspecting the big operations of the Whitmer interests in North Carolina. New plants are being built at Presmont and Sunburst, N. C., which will soon be operating on some of the choicest virgin spruce and hardwood in the country, and give the Whitmer interests an annual output of over 200,000,000 feet.

Among the recent arrivals from European pleasure trips were Lewis Dill of Lewis Dill & Co., Baltimore, Md., and Secretary E. F. Perry of the National Wholesale Lumber Dealers' Association, New York City.

E. C. Mershon, band resaw expert of Saginaw, Mich., arrived here on Sept. 6 after a lengthy pleasure trip through Europe. After spending a day or two in town, Mr. Mershon returned to Saginaw.

F. R. Seeley, general manager of the H. H. Hitt Lumber Company, Decatur, Ala., hardwood manufacturer, was in town during the fortnight in the interest of business.

The Madison Lumber Company has been organized here to conduct a lumber and storage business at 137th street and Madison avenue, Manhattan, by H. J. Smith, formerly secretary of Konkle & Co., of this city.

J. Edward Pittinger, associated formerly with Watson & Pittinger, has engaged in the wholesale lumber business at 547 Lincoln place, Brooklyn.

The annual dinner and meeting of the Lumbermen's Club of Newark, which was scheduled to take place on Sept. 10, has been postponed until Oct. 8.

There will be a special meeting of the executive committee of the National Wholesale Lumber Dealers' Association at headquarters, 66 Broadway, on Oct. 2. The routine work of the several departments of the organization will be reviewed and special matters will be considered.

The Mosaic End-up Wood Company has been incorporated in this city to manufacture Mosaic wood flooring. The capital stock is $150,000, and the incorporators are I. D. Brokaw, J. E. Joyce of New York City, and M. J. Kenny of Summit, N. J.

The Mills Lumber Company, which was organized a few months ago with headquarters at 18 Broadway, has closed out at that location and established headquarters at Meredith, N. H., at which point the shipping operations are centered. W. R. Creed & Co., 1 Madison avenue, will act as selling agents for the Mills Lumber Company.

PITTSBURGH

Pittsburgh feels good in general over its hardwood business this fall. Nearly every concern has gotten to the point where it is in a large measure selecting its customers. Wholesalers are able to name their own quotations on stocks which are wanted most. White oak is the best seller in the market. No trouble is found to get a premium on good stock for reasonably early delivery, as both the railroads and the coal companies are taking large amounts of this lumber. Furniture factories are buying actively, chiefly of maple, beech and chestnut. Beech is a favorite wood this fall owing to the fact that it is being used quite largely as a cheap substitute. The chestnut trade is good. The range of hardwood prices throughout the list is considerably higher than last spring and the bulk of buying orders is increasing right along.

I. F. Balsley, for the past few years sales manager of the Palmer & Semans Lumber Company, has started in business for himself at

6121 Jenkins Arcade building. He has not fully completed his arrangements, but will have an interesting announcement to make shortly. His chief line will be hardwoods and everybody knows that I. F. is "wise" to every feature in the hardwood business.

The Mutual Lumber Company, which was formed recently, is getting well started in the First National Bank building, and bids fair to have a pretty good run of hardwood trade right off the reel. H. E. Ast of this company has been in West Virginia and Kentucky for ten days and reports everything in hardwood stocks short in those states.

The Johnston-Davies Lumber Company, which makes a specialty of Washington county white oak, has more inquiries for railroad and mining material than it can fill. It has moved its offices from the fifth floor of the Union National Bank building to the thirteenth floor.

The Kendall Lumber Company is rushing operations at all its mills. President J. L. Kendall reports a fine trade in all kinds of lumber, especially with the railroad and coal companies. His company is fortunate in having some big annual orders from leading railroad systems which constitute a large part of its deliveries this year.

The West Virginia Lumber Company has been manufacturing barges all summer for the Monongahela River Consolidated Coal & Coke Company at its big plant in northern Pennsylvania. It floated down a number of these last week. Its mill is unusually busy and President W. W. Dickey believes that good business will continue.

Robert Brown, hardwood manager of the American Lumber & Manufacturing Company, reports that their trade in oak, maple and beech is strictly first class. He says railroad requisitions are unusually large and the companies are evidently getting down to a low point in their supplies of good lumber as they are using every means to get quick deliveries.

The Berry Company of Oil City, Pa., has bought 500 acres of timber on the Fisher Farm near Seneca, Pa., and will put in two sawmills at once. The timber is mostly oak and chestnut, and a large quantity of ties and mine posts will be taken out at once.

The Pittsburgh Wholesale Lumber Dealers' Association has resumed its weekly meetings at the Union Club. President Louis Germain, Jr., announces that so far nothing special has been taken up at these meetings, but very shortly, when all the wholesalers shall have returned from their vacations, an interesting series of speakers will be put on.

BUFFALO

The fourth annual gymkhana of the Automobile Club of Buffalo was held at the clubhouse at Clarence, near the city, on Sept. 21. The program included many sports and contests, in which prizes were offered. Music and dancing added to the pleasure of the day. The committee in charge included C. Walter Betts, chairman; O. E. Yeager, A. W. Kreinheder, J. B. Wall and I. N. Stewart.

Affairs of the Jamestown Panel & Veneer Company have been closed up by the sale of the manufacturing plant to Caflisch Brothers of Union City, Pa., for $47,000. The matter has been in the bankruptcy court and in the hands of receivers for the past two years. Stockholders of the company will get nothing, while creditors will realize but little, the sale bringing in only enough to pay the mortgages and legal fees.

J. B. Wall of the Buffalo Hardwood Lumber Company has gone to Michigan on a business trip. The yard is handling an unusually large supply of birch at present.

H. A. Stewart of I. N. Stewart & Bro. has been spending most of the month in Charleston, W. Va., shipping out lumber. He reports business somewhat unsettled in that state by the coal strike.

Anthony Miller has been getting in some good-sized stocks of hardwoods of late, including maple, ash and basswood, figuring on getting in good supplies before car shortage becomes pronounced.

B. E. Darling of Blakeslee, Perrin & Darling has returned from a buying trip in the South and has picked up a good assortment of lumber at various mills in several states.

J. D. McCallum is back at his desk with the Hugh McLean Lumber Company after a honeymoon trip spent chiefly at Lake George, which he recommends to all fellow lumbermen as a most attractive spot.

The F. W. Vetter yard is moving quite a little hardwood lumber of nearly every sort and is gradually lowering its stocks, though it will take some months to close it all out.

G. Elias & Bro. state that the hardwood trade is very fair at present and that supplies are coming in at present all-rail and will continue to do so during the remainder of the year.

The Standard Hardwood Lumber Company's receipts from the South are large at present and the new yard is getting well supplied with an assortment of oak, chestnut and other lumber.

At the office of T. Sullivan & Co., it is stated that hardwood prices are growing firmer and that the outlook for business this fall appears to be very encouraging.

H. H. Salmon & Co. are contemplating shipping considerable maple, beech and birch to Canada by lake, instead of by rail, and Manager F. T. Sullivan is pleased with an experiment already made in that line.

BOSTON

R. V. Bell, representing C. F. McGee, a dealer in hardwood lumber, Pinkney, Tenn., was a recent visitor in Boston and the New England trade.

The Interstate Commerce Commission has suspended the proposed increases in transportation rates on lumber, ranging from one to six cents per hundred pounds from points in the South to New England and Canadian points from Sept. 1 to Dec. 30.

The George W. Robbins & Sons Company has been organized in Springfield, Mass., to carry on a lumber business.

Frank E. Meigs of Burlington, Vt., has removed his wood-working business to new quarters on the corner of Church and Maple streets in that city.

The Hills Chair-Couch Manufacturing Company, Boston, has been incorporated with a capital stock of $100,000 by John C. Hills, R. Henry Hills, Aubrey F. Hills, Fremont L. Pugsley and John B. Maynard.

Harry F. Baker of the H. E. Baker Company, Boston, died Sept. 15 as the result of a severe accident caused by the overturning of his automobile. Mr. Baker was a young man and had started in business for himself only a few months ago. He was one of the most popular salesmen in the Boston trade. At the meeting of the Massachusetts Wholesale Lumber Association held in Boston Sept. 18 resolutions on his death were adopted.

PHILADELPHIA

F. X. Diebold, president of the Forest Lumber Company, who recently returned from Konnarock, Va., says the company's mill there is worked to full capacity. Orders are increasing and everything points to good fall and winter trading.

J. W. Floyd of the Floyd-Olmstead Company reports unrelaxed business. Orders are liberal and the house is fortunate in being able to ship the goods.

T. N. Nixon of Wistar, Underhill & Nixon, who has been obliged to spend the greater part of his time in New York state, has removed to New York City, where he will make his headquarters.

The business of the John J. Rumbarger Lumber Company will hereafter be conducted from the offices of the Daniel Buck Estate, 1505 North Fifth street, instead of in the Perry building.

Charles K. Parry of Charles K. Parry & Co. says business is unequaled for this time of the year. Nearly all the mills in which he is interested are shipping stock as fast as it is ready. The mill of the Carolina Spruce Company, at Pensacola, N. C., has already piled up a large stock of excellent hardwoods. The railroad connection which will greatly facilitate business has not as yet been completed.

W. S. W. Kirby of the Kirby and Hawkins Company says orders from the railroad companies have increased of late, and the outlook is promising.

William P. Shearer of Samuel H. Shearer & Son reports a copious trading right along. He is about to make a trip to the yard at Marion, N. C. to size up the stock situation there.

Hugh McIlvain of J. Gibson McIlvain & Co., extensive hardwood handlers of this city, with his family, is making an extensive tour of Europe.

BALTIMORE

Richard P. Baer & Co. will get into their new offices in the Maryland Casualty building, Baltimore street and Guilford avenue, sooner than they had expected. They now think the middle of next month will see them installed there. They will occupy the eleventh floor and will have about twice the present space, larger quarters having become necessary because of an increase in the force. M. S. Baer, one of the firm, has just returned from a vacation to Atlantic City, where he spent ten days or two weeks. A. O. Thayer, manager of the firm's mill at Mobile, is here to discuss with members of the firm the details of a new plant to be erected near Merrill, Miss. The firm has had a circular mill there, but it has not been in operation for several years. The new plant is to be a band mill of large capacity. James Baer, of the firm, has been looking after operations at Mobile in the absence of Mr. Thayer. The firm is doing a rushing business, an increase having been noted for every month this year, over the corresponding periods of 1911.

Considerable surprise was occasioned in the hardwood trade here by the announcement on Sept. 10 that Stephen S. Mann and Frank A. Parker, individually and as members of the firm of Mann & Parker, had been adjudicated bankrupts the day before by Willis E. Myers, referee in bankruptcy, in the United States court here. The two lumbermen consented to the adjudication. Proceedings to have them thrown into insolvency were instituted by the Old Fields Lumber Company, with a claim of $4,604.55, and the American Lumber Company, with a claim of $1,273.71. Since then John Schilpp, a Baltimore attorney, has been appointed receiver, and he is now engaged in straightening out affairs. The firm has been located at 32 South street for several years, and its troubles are attributed chiefly to losses incurred in operating a mill in South Carolina. The wholesale business, it is said, has always been profitable. No statement of assets and liabilities has yet been prepared, but it is current report that the liabilities will amount to about $65,000.

Rumors in circulation for some months that the J. A. Wilkinson Lumber Company of Bristol, Tenn., was in difficulties were verified this week, when news was received here that the company had suspended. Its troubles, according to report, date back several years, when its big mill was destroyed by fire, the loss being estimated

at $75,000. The schedule is said to show liabilities of $70,000, with assets of $45,000. An effort will be made, it is said, to enlist new capital and resume operations, the Bristol plant being one of the largest and best-equipped in that section. Mr. Wilkinson is widely known, being one of the most prominent members of the National Lumber Exporters' Association, and having also helped to organize the Wagon Oak Plank Exporters' Association. He has taken an active interest in all movements to promote the welfare of the export business.

Among the visiting lumbermen here last week was W. H. Bolling of Galax, Va., who has under consideration a large development in Marion county, South Carolina. It is stated that Mr. Bolling contemplates the erection of a mill there and the acquisition of about 20,000,000 feet of poplar and other timber.

Fire destroyed the big plant of the Stewart Vehicle Company at Martinsburg, W. Va., Sept. 16, together with 700 vehicles in various stages of completion. The loss is estimated at $175,000, with insurance of $107,000. The plant was burned down about two years ago and rebuilt, but remained incomplete in some of its departments.

The Pioneer Hardwood Flooring Company has been organized here with a capital stock of $25,000 and is about completing the equipment of a mill at President and Fleet streets. Walter T. Startzman is president of the company, John Ryan, vice-president and treasurer, and Felippe A. Broadbent, secretary. These three are also the incorporators of the company, which expects to begin operations in the next few days. Mr. Broadbent is at the head of the mantel company which bears his name, and is located in the same neighborhood.

R. E. Wood, president of the R. E. Wood Lumber Company, is home for a few days, having returned from Rift, W. Va., where the company conducts a milling operation. He will go to Fontana, N. C., at the end of the present week, being accompanied by H. L. Bowman, sales manager.

Among the visiting lumbermen here during the last week or ten days were F. X. Diebold of the Forest Lumber Company, Pittsburgh; I. Whaley of the Whaley-Warren Lumber Company, Bristol, Tenn.; J. Rappe Myers of Ellis & Myers, Salem, Va., and Robert C. Lieb of the Laurel River Logging Company, Stackhouse, N. C. All of them reported that business is decidedly active.

About the only business considered at the quarterly meeting of the Baltimore Lumber Exchange, held on Sept. 9 at the Merchants' Club, was the report of a committee of which W. M. Burgan was chairman, on the lumber rate from Norfolk to Baltimore. The Pennsylvania Railroad Company now makes a rate of eight cents, while the charge of the Baltimore & Ohio railroad for the same service is twelve cents. Efforts have been made at different times by individual firms to secure an equalization of the rate, but always without success, and the matter was placed in charge of the committee. This latter reported that it had been unable to do anything and there was no prospect of favorable action, the Baltimore & Ohio pointing out that the route over its line was circuitous and that shipments had to pass over another road, which made the service exceptionally expensive. A fine luncheon followed the meeting, which was largely attended.

COLUMBUS

There was a decrease in the valuation of buildings erected during 1912. Building permits issued for the first six months numbered 1869 as compared with 1885 in the corresponding period in 1911. The valuations for 1912 were $3,414,000 as compared with $3,364,000 for 1911. During the month of August, 1912, 222 permits were issued with a valuation of $389,000 as compared with 262 permits and a valuation of $535,000 in August, 1911.

Richard P. Baer & Co., Baltimore, Md., manufacturers of hardwood lumber, will soon open a branch in Columbus in charge of C. E. Williamson. Mr. Williamson has been on the ground for some time looking the situation over for the company. He has established his office in the Dennison hotel, but will secure a downtown office in the near future.

The Oak Wood Lumber Company of Marietta, O., has been incorporated with a capital of $50,000 to deal in timberlands and operate a sawmill. The incorporators are W. T. Schnaufer, C. H. Holden, W. J. Cram, J. C. West and Robert M. Noll.

H. D. Brashear of the H. D. Brashear Lumber Company has returned from a buying trip in the southern markets.

The Bloomville Lumber Company of Bloomville, O., has been incorporated with a capital of $5,000 to do a general lumber business. The incorporators are John R. Gobey, H. C. Creith, R. S. Miller, Charles J. Cummins and L. B. Schneider.

A new lumber company recently incorporated to do a general wholesale hardwood lumber business in Cincinnati is the Anchor Lumber Company, with a capital stock of $25,000. It will be under the active management of C. W. Sprinkle and E. F. Williams, both of whom were formerly connected with the hardwood lumber trade of this city.

M. A. Hayward of M. A. Hayward & Sons has returned from Detroit where he found a good market. He says that the demand is good for all grades of hardwoods, especially hardwood flooring. Stocks are light and prices are firm in all grades.

W. M. Ritter of the W. M. Ritter Lumber Company has returned from his annual vacation trip in the White mountains. He contemplates a trip to London and Liverpool some time in October to look after his foreign interests at those points.

F. B. Pryor of the W. M. Ritter Lumber Company reports an excellent trade in hardwoods in all sections of the country. He says there is a good demand for the lower grades, especially chestnut and oak. Poplar is selling better, automobile concerns buying panel sizes more liberally.

W. L. Whitacre of the W. L. Whitacre Lumber Company says that prices in hardwoods are firm and that the tendency of the market is to advance. He predicts a good trade during the fall and winter.

L. B. Schneider of John R. Gobey & Co. says that prices are advancing and that the volume of trade is satisfactory. There is a good demand for all varieties of hardwoods. Stocks are generally scarce. The company is having trouble in all orders because it is impossible to make deliveries promptly.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company has returned from New York City.

The St. John Lumber Company of Muncie has filed notice with the secretary of state of an increase in capital stock from $150,000 to $350,000.

Showers Brothers, furniture manufacturers at Bloomington, have increased their preferred stock from $800,000 to $1,050,000. An addition that will cost $200,000 and will double the capacity of the plant and a new sawmill are to be erected at once.

The state board of forestry has decided to plant at the state forestry reservation at Henryville fifty acres in red oak, white oak, sycamore, catalpa and black locust. The work is to be done this fall.

John E. Donahue, a lumber manufacturer of South Bend, has filed a voluntary petition in bankruptcy in the federal court in this city, giving his liabilities at approximately $64,000 and his assets at about $4,200. He was formerly identified with a lumber company now in bankruptcy and most of his liabilities consist of notes indorsed for the company.

The Hoosier Veneer Company, which recently succeeded the Advance Veneer & Lumber Company, is erecting a new one story warehouse at its plant in Brightwood, at a cost of $5,000.

NASHVILLE

The Lumbermen's Club of Nashville has decided to take no further steps in the milling-in-transit case now before the Interstate Commerce Commission until that body takes some action or issues an order. The commission now has the club's complaint.

The machinery for the Bonner Furniture Company's plant is being installed and General Manager T. F. Bonner says he expects to begin operations about Oct. 1 with one hundred operatives. The plant will be operated by electricity.

McEwen Ransom, a prominent local lumberman, has returned from a summer vacation spent in Colorado.

J. B. Ransom & Co., through the H. A. Pride Manufacturing Company, have just completed and installed handsome new solid mahogany furniture in the Tennessee supreme court room. The mahogany logs were exported from Cuba by the lumber company and sawed into lumber which the manufacturing company finished.

The Smokey Lumber Company of Knox county has been granted a charter by the secretary of state. The company is capitalized at $5,000 with the following incorporators: J. F. Holt, Russell Harrison, P. E. Templeton, L. C. Hardison and H. H. Clement.

Charles Wood of Birmingham, England, a manufacturer of interior wood finish and mouldings, and Frederick Hooton of C. Noel Legh & Co., Liverpool, England, were visitors in this city last week. They are on a tour of the hardwood sections of the United States and came to Nashville from New York, visiting points in West Virginia and eastern Kentucky en route. While in the city both gentlemen said that business in all lines in England was improving.

LOUISVILLE

Charles H. Barnaby, president of the National Hardwood Lumber Association, was in Louisville last week. He and Mrs. Barnaby, who is a former Louisville girl, attended the races at Douglas Park as the guest of T. M. Brown of the W. P. Brown & Sons Lumber Company. Mr. Brown is a director of the National association.

The Louisiana Logging Company has been organized in Louisville by Henry Koehler and others. It will operate a logging proposition near Monroe, La. The same parties are interested in the Hardwood Manufacturing Company at Monroe.

A good deal of criticism directed at Rule 19, proposed by the American Railway Association, has been heard from local shippers, and the rule has been discussed and disapproved by the Louisville Hardwood Club. It provides that a shipper specify destination and routing of each car he applies for, and that cars delivered shall be handled according to those specifications. It is intended to result in equipment being sent back to the road owning it as soon as possible, but it is believed that it would result in increasing the severity of car shortages. The Southern and the Louisville & Nashville have thus far refused to adopt the rule.

The mahogany mill of C. C. Mengel & Bro. Company, which has been running day and night for several months, is still putting in all the time there is. Even at this rate no surplus stock is accumulating, the brisk demand serving to keep the yard cleared even of green lum-

ber. The price of mahogany has continued to advance, but consumers apparently are willing to pay the present top-notch prices.

There is a decided scarcity of labor in Louisville, and lumbermen are complaining of not being able to get enough men to ship as rapidly as they would like. Big construction jobs of various kinds in Louisville are responsible for the scarcity. Cars are beginning to be less plentiful, and it looks as though the oft-predicted shortage of railway equipment will soon be realized.

ST. LOUIS

The Lumbermen's Club of St. Louis held its first fall meeting, after an interval of a number of months, on Sept. 10, at Sunset Inn, a short distance from the city. Dinner was served at 7 o'clock on the terrace on the second floor of the Inn. About one hundred members and their ladies participated. During the dinner music was furnished by an orchestra.

After the dinner President Rolfes called on W. E. Barns, James E. Gatewood and P. F. Cook for short talks. Following this the members of the club passed a resolution to make an effort to bring the next meeting of the National Federation of Retail Merchants to St. Louis.

After the meeting was over, the members rejoined the ladies. At about ten o'clock the return home was made. All those present expressed themselves as having enjoyed one of the best meetings the club had ever held.

T. A. Pyle, who has been with the Northern Lumber Manufacturing Company, Bachelor, La., for the past couple of years, has been appointed inspector of the Lumbermen's Exchange, of St. Louis and entered on his duties on Sept. 3. Mr. Pyle has been busy since his coming, owing to the increasing amount of inspection that is being done, since the busy season started.

Little ten months old Josephine Paxton Powe, daughter of Thomas E. Powe, president of the Thos. E. Powe Lumber Company, and also president of the Lumbermen's Exchange of St. Louis, broke ground for a beautiful home in the West End, which will be given to her when it is completed, by her grandfather. The ceremony of ground breaking took place at seven o'clock on the morning of Sept. 5.

R. F. Krebs of the Krebs-Scheve Lumber Company left on Sept. 9 for a three weeks' selling trip through the North and Northwest.

F. H. Smith of the F. H. Smith Company and Jos. A. Hafner, manager of the hardwood department of the Hafner Manufacturing Company, with their wives, returned home from Minnesota recently. They have been away for the past month hunting and fishing in that state.

Charles D. Boynton, president of the Boynton Land & Lumber Company, Boynton, Ark., died in St. Louis from complications growing out of an attack of pneumonia, two years ago. His serious sickness had been of three weeks' duration.

MILWAUKEE

The Galesville Lumber Company has been formed at Galesville with a capital of $25,000 by L. E. Utter, R. E. James and Jessie Reid.

The Rhinelander Woodenware Company has been incorporated with $10,000 capital to manufacture broom handles and other woodenware articles.

The Rice Lake Lumber Company has finished its season's cut and has closed down for the winter. It has not yet been decided whether the company will do any logging this winter or run its hardwood mill. The closing down of the mill is not looked at favorably by Rice Lake residents, as their main supply of fuel is millwood from this mill.

The Phoenix Manufacturing Company of Eau Claire, will manufacture turret lathes at its plant, which are the invention of a Madison mechanical engineer. The lathe has been highly recommended by various mechanical engineers throughout the country.

George J. Forster, secretary of the Forster Lumber Company of Milwaukee, died at his home recently as a result of a protracted illness that began two years ago. Mr. Forster was born in Milwaukee in 1861. For a good many years he was connected with various lumber companies and had an active interest in the Forster Lumber Company until some months ago, when he was taken quite seriously ill.

The sale of the assets of the defunct Antigo Lumber Company was confirmed by Judge Geiger of the federal court. The lumber company went into bankruptcy last November on an involuntary petition filed against it by the Antigo Hoop & Stave Co., and other creditors. The sale was made to Clarence J. Selle for $75,000. The company scheduled liabilities at $144,826 and assets at $198,742.40.

The State Railway Commission has issued an order requiring the Chicago & Northwestern Railway to refund an overcharge on shipments of fence posts and poles to the Torrey Cedar Company of Clintonville. The rates from Galloway to Clintonville have been ordered reduced by the commission from five and one-half to four cents per hundred pounds.

DETROIT

Secretary John Lodge of the Dwight Lumber Company reports that the hardwood flooring industry in Detroit is in better condition at the present time than it has been for months past. Mr. Lodge says that the Dwight company has a strong demand from the eastern section of the country, inquiries and orders being received from points as far distant as Portland, Me. The Dwight factory is running practically an eight-day week, working Saturday afternoons and considerable overtime.

The Lumber Bowling League will open up for the winter season with games between eight teams, representing that many lumber companies, on Oct. 2. The E. W. Leech team, which the past two or three seasons has occupied the cellar position in the percentage column most of the time, including the finish of the seasons, expects to cut considerable figure in the race this season.

The Webster & McCausey Lumber Company has taken over the business of the Card Lumber & Manufacturing Company, which had yards at Third and Greenwood avenues. H. A. Webster, for thirteen years manager of the H. P. Webster Lumber Company, Eaton Rapids, Mich., is the head of the new company. Associated with him are his brother, Clyde I. Webster, and Joseph W. and T. J. W. McCausey.

"Conditions in the Detroit hardwood market at the present time are very fair and a good volume of business is being done," said J. M. Clifford, who has the largest hardwood lumber yard in Detroit. "Great trouble has been experienced right along, however, in the delivery of stocks, due to the freight congestion on the railroads. This congestion still exists and is bound to grow worse with the approach of colder weather. Considering this great handicap which has been keenly felt by all dealers conditions are encouraging. There has been an especially good demand for maple and ash and I believe that prices will advance. The price on four quartered plain oak will advance $2 a thousand within thirty days. The automobile manufacturers and automobile body companies are buying freely, their demand being mostly for ash and maple."

H. F. Below, of Marshfield, Wis., a member of the firm of Vollmar & Below Company, visited the Detroit office of the company during the past week.

H. W. Harding, of the H. W. Harding Lumber Company, says that freight conditions show considerable improvement. The railroads have in some instances increased their terminal facilities in Detroit and south from this city to Wyandotte, a distance of about twelve miles. Mr. Harding says that there has been a good demand at his yards for Nos. 1 and 2 oak, poplar, birch and hemlock. He says that the auto body companies have been big buyers of hardwoods during the past month.

Wm. W. Kelly of the Brownlee-Kelly Company reports that his yard has been busy and that there has been a good demand for soft maple. He says that his company has experienced considerable trouble with shipments of stock because of the freight congestion on the railroads.

George I. McClure, large operator in hardwoods with offices at 724 Chamber of Commerce, declares that conditions in the Detroit hardwood market are excellent. He says orders have been coming in at such a lively rate that he now has orders enough to keep him busy until Jan. 1. Prices, he says, are holding steady on most all grades and are very satisfactory.

The Hardwood Market

CHICAGO

Continued activity of purchases with a constant strengthening of price values, combined with considerable difficulty in delivering stock, characterizes the local market at present. Practically every class of the hardwood consuming industry is showing an improved condition. The majority of orders are for immediate delivery, which would indicate a certain amount of uneasiness on the part of the buyers as to their deliveries, and would indicate also that they have allowed stocks to get to such a low point that they are actually afraid of a scarcity of hardwood lumber in their own yards.

Building trades and allied industries such as interior finish plants, flooring factories, sash, door and blind houses, are working to capacity, with few exceptions. As a consequence there is a strong call for birch, beech and maple for flooring, while a material strengthening has been noted in the demand for quartered oak and other hardwoods.

Plain oak continues to be scarce, with good prices. All low grades of lumber are moving rapidly and demanding good prices. On the whole, it is not a question at present of making sales, but rather of securing deliveries on time.

Board of trade reports of lumber receipts in Chicago during the week ending with Sept. 14 showed that 67,157,000 feet of lumber came into the city during that time as compared with 51,539,000 feet for that week last year. Shipments on the other hand for the same week are 21,095,000 feet, which is 3,827,000 feet in excess of the corresponding week of 1911.

NEW YORK

The hardwood market at New York reveals a good volume of business in the wholesale trade. Short stocks of good lumber and car shortage are handicapping trade to a considerable extent and orders are somewhat delayed in execution on this account. Prices are hold-

ing very firm, inquiry is quite general, and indications point to a strong market for the balance of the year. Plain and quartered oak is firm and in good call. Poplar, ash, birch and maple are moving freely, and thick maple is in scarce supply. Quite an improvement is noted in the export trade. Hardwood flooring is also in good shape and considerable business is being booked. With supplies not over plentiful in the hands of buyers, indications point to a continued strong market for some time to come.

BUFFALO

Trade in hardwoods is picking up and has lately shown quite an improvement. While there is not any heavy activity, dealers state that conditions are satisfactory. The Buffalo yards have a fine assortment of hardwoods on hand. In fact, the statement is made on good authority that they are maintaining the largest and most complete assortment of hardwood lumber to be found in any market in the world. Stocks total about 100,000,000 feet.

The demand is extending over more sorts of lumber than a short time ago. The leaders are about the same, plain oak, birch and maple being called for most generously, but other lines are getting a fair amount of inquiry. For instance, brown ash has been getting a larger call, while poplar is taking a higher place in the list at firmer quotations. Gum is more in use in this section than formerly and certain yards have a good trade in it. Basswood has begun to show quite an additional amount of activity.

PHILADELPHIA

There is no complaint of diminished activity in the hardwood market during the last fortnight, but the buyer who postponed the replenishing of his stock pile for protection against an imminent car shortage is very much handicapped at the various shipping points. The wholesalers to a man report excellent trading, and a strong optimism prevails as to the outlook. The leading retail hardwood men state that July shows the best month's trading in years. August has fallen off somewhat. Prices all along the line are well sustained. A more vigorous buying among the wholesale consumers is noticeable, and railroads are placing more inquiries for equipment supplies. Box factories continue active, and the demand for low-grade and crating lumber is strong. Interior finish concerns are busy. Oak continues a leader, with scarcity in dry stock. Ash is running well; chestnut is strong; sound wormy chestnut is moving up in price; basswood is gaining; poplar holds firm, and gum is more plentiful, but price keeps up.

BOSTON

All reports relative to the condition of the market for hardwood lumber indicate firmness on the part of the manufacturers. The movement of lumber is not as free as it should be, due to the shortage of cars both in the Middle West and the South. The demand for the most part is very good and a few dealers claim to have received a larger volume of business than they anticipated a few weeks ago. While the demand is for practically all grades, the feature of the demand has been for the lower grades which are being used as substitutes for the better grades wherever this is possible. High prices have brought about the better call for the poorer selections. The fact that the higher grades are not moving as freely as the lower grades does not appear to make any difference in the strength of the better selections. Holders feel confident that there will be demand enough to absorb practically all of the offerings of dry lumber at full asking prices. Building operations in this section are large and the outlook favors continued good business from this branch of the industry.

The demand for plain oak is good at firm prices. Quartered oak is considerably more active than a short time ago, and the market is firmer. Brown ash has been selling fairly well. Chestnut is firm with a fairly active demand. Cypress is holding its own, although demand is not as active as some expected at this time.

BALTIMORE

There is no cessation in the strength of practically the entire list of hardwoods. All of them are in good demand, some even being in very urgent call. The tendency of the quotations is upward, nothing having occurred to modify the encouraging aspect of the outlook. This applies especially to oak, which is sought in quantities the mills are unable to supply. It has been suggested from time to time that the foreign markets were being congested and that a material decline, with widespread unsettlement, might be looked for, but so far these expectations have not been realized, and just now it looks as if such a result would be altogether prevented, as the domestic demand is apparently on the increase and a material curtailment of the foreign movement may be looked for. The yards are placing orders with comparative freedom and generally are doing a bigger business than ever before. The furniture factories and other consumers are also in the market to an extent which promises well for the future. There is every indication that the mills will find ready takers for all the lumber they can turn out.

Chestnut holds the gains it has made, sound wormy stocks continuing in very strong request at figures which are attractive to the producers. Other grades are sufficiently active to prevent large accumulations. Ash and other woods are also holding their own, with poplar in nowise weakened. The extra wide stocks of fine quality are not bringing as much as they should, considering the limited quantity of such stocks, but as these constitute a relatively small proportion of the business, the weakness in such stocks does not greatly affect the situation. Poplar has been going forward in considerable quantities to foreign markets. The fact seems to be that the foreign demand is better than was supposed, with the future decidedly promising in the absence of retarding factors.

The one real complication that presents itself at this time is the increase in the ocean freight rates already made and in prospect. Exporters find it impossible to close contracts with the steamship companies for next year, and they are in the dark as to what the rates will be. Of course, under these circumstances it is out of the question to enter into arrangements with foreign buyers for future requirements, and business is thus halted. The current rates are higher and there are indications of another advance.

COLUMBUS

The hardwood trade in central Ohio during the past two weeks has been active. There has been a good demand for every variety and size of lumber, and as a result dry stocks are generally light. Prices have been well maintained and every change has been toward higher levels. Manufacturing establishments are buying better now. Factories engaged in making furniture, implements and vehicles are in the market for a large supply of hardwoods and the movement of all grades is good. In fact there is no accumulation of stocks in any grade or variety. Collections are reported as better in most sections.

One of the chief features of the market is the car shortage, which is constantly growing worse in all parts of the country, especially in the South. This has the effect of delaying shipments and a number of the manufacturers have had considerable trouble. Dealers in placing their orders are asking for prompt delivery in every case that is possible.

Quartered oak has been selling well at prices firm. Plain oak is also in good demand and both white and red are moving well. Poplar is getting stronger, especially in the wider sizes, and prices are firm. Automobile factories are buying panel sizes more liberally. Chestnut is one of the strongest points in the market and there is an especial good demand for sound wormy. Ash is stronger and the same is true of basswood. Other hardwoods are unchanged.

TOLEDO

The hardwood market continues firm, both as to demand and prices. Plain and quartered oak are leaders, being used largely by the building trades and furniture factories. There is a strong call for birch for interior finish, and furniture concerns are using large quantities of red gum. Red gum is in especial demand by chair concerns. Poplar as usual is in good demand and there is a great scarcity of dry stocks in wide stuff. Following the scarcity comes the natural sequence—high price. Cypress, which can be had in much larger quantities and is cheaper, is fast finding a ready market as a substitute for poplar. Cypress is also largely used here in substitution for white pine.

While the traffic situation has not specially touched local lumbermen as yet, it is the subject of grave alarm. Coal dealers are complaining of an extreme shortage of cars in every section and shipments are very slow. Grain dealers are having similar trouble and elevators are bulging with crops which cannot be moved because cars cannot be secured. The Toledo Chamber of Commerce is busy sending out literature urging the immediate releasement of cars sent to local shippers. Most of the railroads have ordered new equipment but much of this is still in the factories under construction.

INDIANAPOLIS

There has been nothing unusual in the local hardwood situation during the last two weeks. Prices have remained steady and the volume of trade has been about normal. Thus far the question of car shortage has not seriously affected the hardwood business in this immediate locality.

Hardwood manufacturers and wholesalers report that inquiries are coming in a little more liberally from dealers whose stocks are badly depleted. Some good sales are expected within the next few weeks and the fall and early winter business should be good, if car shortage does not cut too great a figure.

NASHVILLE

The lumber trade has maintained a satisfactory volume for the past two weeks and dealers report an active demand on practically all hardwoods, plain oak being the best seller, although an improvement in the demand for poplar, ash, hickory and chestnut has been noted. Stocks are moderate and prices rule steady. Farmers have laid by their crops and as a result are having more time to haul logs to country stations, receipts at these points showing considerable increase in the number of logs during the past two weeks. Lumbermen are looking forward to a splendid business and report that the heavy August trade has shown no diminution during the present month. Rather heavy shipments of mahogany logs en route to various points from the coast towns, particularly gulf ports, have been observed in the local railroad yards during the past two weeks and more or

less of this lumber has been bought in Nashville.

LOUISVILLE

Business continues active with hardwood concerns in this market. With plenty of inquiries, stocks fairly well filled, and prices satisfactory, conditions generally may be said to be pleasing. At the same time there is plenty of evidence indicating that conditions will be less comfortable in a short time, and that with cars harder to get, and customers pressing harder for deliveries, the life of the lumberman will not be a bed of roses. Political conditions have had remarkably little effect thus far, and since August turned out to be the best summer month in years, and September is rounding out a top-notch trade period, those who have insisted that all that was necessary to get rid of the national election bugaboo was to get rid of it, are having their ideas nicely verified.

There is a good demand for oak of all kinds, car stock being especially active. Quartered oak is selling well, and plain oak, as heretofore, is scarce and high. Poplar is hardly as brisk as it has been, firsts and seconds having been slower during the past two weeks than for some time, though the common grades continue to sell with less effort. Cottonwood, chestnut, gum and ash are in good demand, and hickory is selling as well as usual.

ST. LOUIS

The hardwood situation has improved considerably during the past couple of weeks, and quite an activity is now being experienced in the market. The hardwood consuming industries, such as the furniture and implement factories, are taking most of the woods on the list. Quartered oak is in excellent demand. Ash is also being called for quite liberally and leads in the items in request. There is a steady demand for gum, cottonwood and poplar. Cypress is having a steady call and some good sized orders have recently been placed. Stocks here are quite large and well assorted and for this reason a big fall and winter business is anticipated. The sash and door people are fairly busy. Considerable special work is being done, and the outlook is most encouraging.

THREE STATES LUMBER CO.
Manufacturers of
SOUTHERN HARDWOODS
Cottonwood and Red Gum
SPECIALTIES
Main Office, Memphis, Tenn.

BLUESTONE LAND & LUMBER COMPANY
MANUFACTURERS
West Virginia Hardwoods
SOFT WHITE PINE
OAK POPLAR
CHESTNUT HEMLOCK
BAND SAWED STOCK
Complete Planing Mill Facilities
RIDGWAY, PENNSYLVANIA

NEW ORLEANS

Hardwood prices on nearly all the grades have advanced somewhat in the past two weeks. The demand for all varieties is strong, and there is a scarcity in the lower grades. Some mills in the outlying sections of the state are running night and day in an effort to keep up with the demand. Factory trade, too, is exceptionally active.

In exports, the falling off is noticeable. New business is practically at a standstill, and the shippers seem to be unable to make any delivered prices on goods wanted abroad. Lumber is increasing in value too fast to permit any substantial volume of trading as long as there is enough left of the stocks that were brought at lower prices and at lower ocean rates to keep going.

The cargo business seems to be in a better way than the parcel trade, notwithstanding the charter rate situation which would naturally seem to affect it more seriously. While the high rates are limiting trade to a considerable extent, it is still a fact that shortage of vessels is the principal difficulty.

MILWAUKEE

Business in the hardwood market is increasing steadily, and wholesale lumbermen are predicting that trade will be unusually brisk this fall. The shortage in stocks is still causing no little concern and wholesalers say that it is almost impossible to secure prompt shipment from either the northern or the southern mills. The heavy grain movement from the Northwest is resulting in a car famine in some sections of the state and is adding to the troubles of the lumber shipper.

The demand from the local factory trade is being well maintained. Sash and door concerns are buying at a much better rate than at this time a year ago. Stocks on hand at these plants are unusually light. Furniture manufacturers are meeting with the usual active fall business and are placing some good orders. The bumper crops all over the Northwest have resulted in genuine activity in the farm implement field and implement plants here, at Racine, Kenosha, Janesville, Beaver Dam, Horicon and other points about Wisconsin are buying stocks at a brisk rate.

All the northern hardwoods are strong, with birch and maple in the lead. Low-grade basswood is in brisk demand. In fact, low-grade stocks in all lines are wanted, as a result of the shortage of dry stocks in upper grades. Firsts and seconds plain oak and quartered white oak are wanted. Maple flooring is moving briskly.

DETROIT

Very fair conditions have existed in the local hardwood market during the past two weeks. While some dealers complain that trade was rather quiet, others are more satisfied and declare that they are enjoying a very fair volume of business. Prices are very satisfactory and there are indications of an advance in the near future. There has been a good demand for maple, ash and oak. Automobile factories and auto body companies placed good sized requisitions for maple, ash, poplar, walnut and mahogany. But little call was noticed for poplar outside of the demand from automobile company sources.

The hardwood flooring industry is in a booming condition, many of the factories working overtime to fill orders. The eastern demand in this trade has shown a very healthy increase. The freight condition has been relieved to some extent. Fear is expressed among dealers, however, that unless railroad facilities and terminals in Detroit are improved before winter, intolerable shipping conditions will again prevail.

LIVERPOOL

Shipments have come forward in fairly good quantities but prices have been maintained at high levels—in fact, they have been based on a higher level than previously. Round ash in particular is very good at present. Several good orders are waiting to be placed, but they cannot be placed until fresh arrivals come forward. The position can readily be understood that shippers can adopt a very firm attitude to advantage. Several good orders have been placed for prime white ash planks. Shippers should be careful not to offer stock which cannot be guaranteed white in color.

Hickory logs have arrived in good quantities and fair prices have been realized for all qualities of goods which have arrived.

The mahogany position is exceedingly firm, quite the firmest spot on the market. Those readers who followed the advice given in this section some weeks back will be feeling very pleased when they read the results of the auction figures at the last three sales. The stock was completely cleaned out, and with the increasing freight charges from the west coast of Africa to this port, prices will probably go even higher. Shippers from Africa seem very loath to ship even at present prices, as the increased charge for freight leaves very small margin. Some very fine figured logs were in the recent sales, which are making their way to the States, and which from an inspection seem to be excellent purchases. Poplar stocks are very low and there is a big inquiry for 5/8"x18x23 panel and No. 1 stocks. Wagon oak specifications are being heavily imported but the bulk of those now landing are old orders which have been overdue for delivery. Prices all round keep exceedingly firm.

GLASGOW

The timber trade in this section still continues on modern lines and prices are satisfactory. The shipbuilding industry is in a very brisk condition and still further improvements are looked for. Contracts being placed just now are taken on conditions that delivery is to be given within the next three years. Box and packing case makers are busy and the limited supplies of spruce coming in are readily taken up at highest prices which have been paid within the last ten years. Some large parcels of spruce have arrived but these are all on contracts made some time ago. Cabinet makers are exceptionally busy.

For a long time a great many merchants have been pursuing a policy of the utmost caution in buying, restricting their purchases in the main to immediate requirements only. They have followed this course in the belief that a set-back in values was inevitable but are now realizing the fallacy of this contention.

With even higher values threatening they are evincing more disposition to increase their stock to a normal level. The demand for pitch pine logs and timber and large sized walnut logs is good. Small grown walnut wood should not be shipped as there is a sufficient quantity on the market to satisfy immediate wants. It is expected that the high level of prices will be kept up as long as the freight rates continue as they are at the present time.

The supply of oak logs has been limited for some time and consequently the few which have arrived have been sold readily at enhanced prices. This applies to northern wood only as very unremunerative prices can be obtained by shippers for the southern variety. Oak boards continue in satisfactory demand although prices are not up to the standard. The demand for oak planks is brisk and recent arrivals have been quickly disposed of at good prices.

WHY?

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A practical buyer and inspector for wagon stock with headquarters at Memphis, Tenn. Address "BOX 96," care HARDWOOD RECORD.

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As traveling salesman for wholesale lumber firm on salary or commission. Several years' experience in lumber business. Would accept position as office manager or head bookkeeper. First class reference. Address, "BOX 99," care HARDWOOD RECORD.

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A man 48 years old, of excellent habits and a first-class lumberman would like a position of any kind. Road job preferred. References given and required. Address "BOX 95," care HARDWOOD RECORD.

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Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

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WANTED—WAGON STOCK

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I AM IN THE MARKET FOR

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500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.
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I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

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WANTED—DIMENSION STOCK

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All the above in first-class condition.

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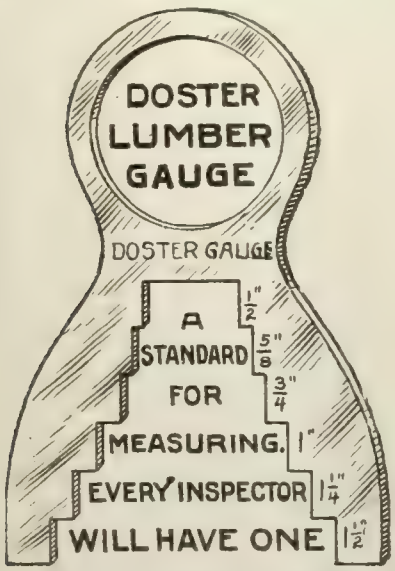
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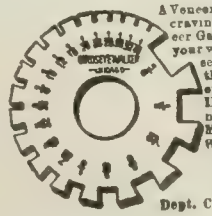
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This three-throw tally ticket cover is made from aluminum, and accommodates four tally tickets—4¼x8¼ inches in size.

Folds compactly to less than one-fourth inch in thickness and fits side or inside coat pocket.

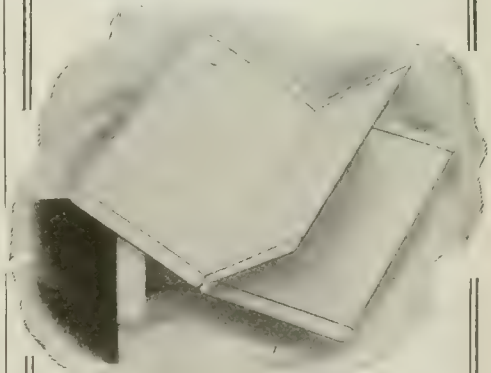
Gives large area of four tickets for complicated tallies, or straight grade can be made on one page.

Accommodates any form of tally ticket desired.

Special, patented, triplicate tally tickets supplied, printed on waterproof paper with carbon backs. Tallies made on these tickets are unalterable. Their use enables the inspector to retain triplicate, and forward original and duplicate. Duplicate designed to be attached to invoice.

These tally books are perfection for durability, covenience, accuracy, and for systematizing the inspection and measurement of lumber

Patent applied for on covers. Copyrighted, 1910. Triplicate Tally Tickets patented.



PRICE LIST

Aluminum Tally Covers, each	$ 1.00
Aluminum Tally Covers, per dozen	10.00
Patented triplicate Tally Tickets (stock form) per 1,000	10.00
Single sheet manila (stock form) Tally Tickets, per 1,000	4.00

Specimen forms of Tally Tickets mailed on application. Covers sold on approval to responsible concerns.

Manufactured by

Hardwood Record

537 S. Dearborn St., CHICAGO

Doesn't It Look Good To You?



MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

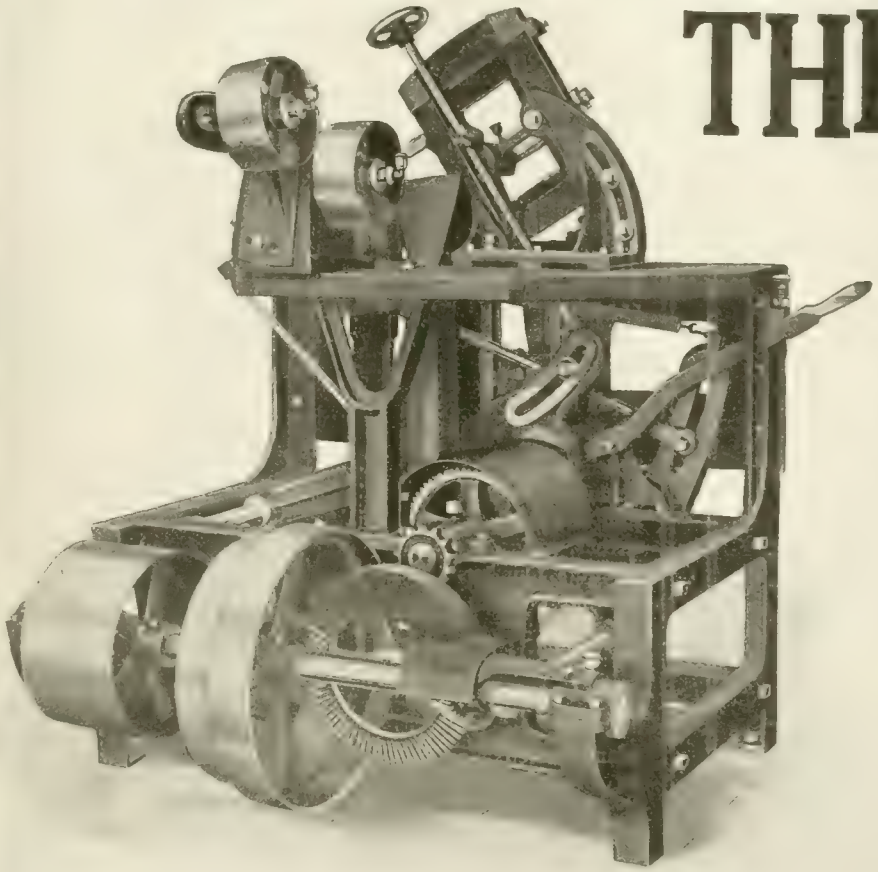
THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

LET US TELL YOU ABOUT THE MODERATE COST

Hardwood Record, 537 South Dearborn Street, Chicago



HANCHETT 218 BAND SHARPENER—Back View
(Solid—Rigid—Free from Vibration)

THE FILING ROOM

Are you after results? Do you want to increase your earnings? No matter what your present equipment may be you can not saw good lumber and a lot of it unless your saws are kept sharp and in good condition. To have good sharp free cutting saw teeth a minimum saw kerf at a maximum speed requires thoroughly modern saw fitting tools.

Remember, we have equipped a majority of the largest modern saw mills including the U. S. and Japanese Governments. There is a reason why these Governments specified Hanchett Filing Room Machinery.

Ask for Catalog No. 11, Just Out. 104 Pages

HANCHETT SWAGE WORKS, Big Rapids, Mich., U.S.A.

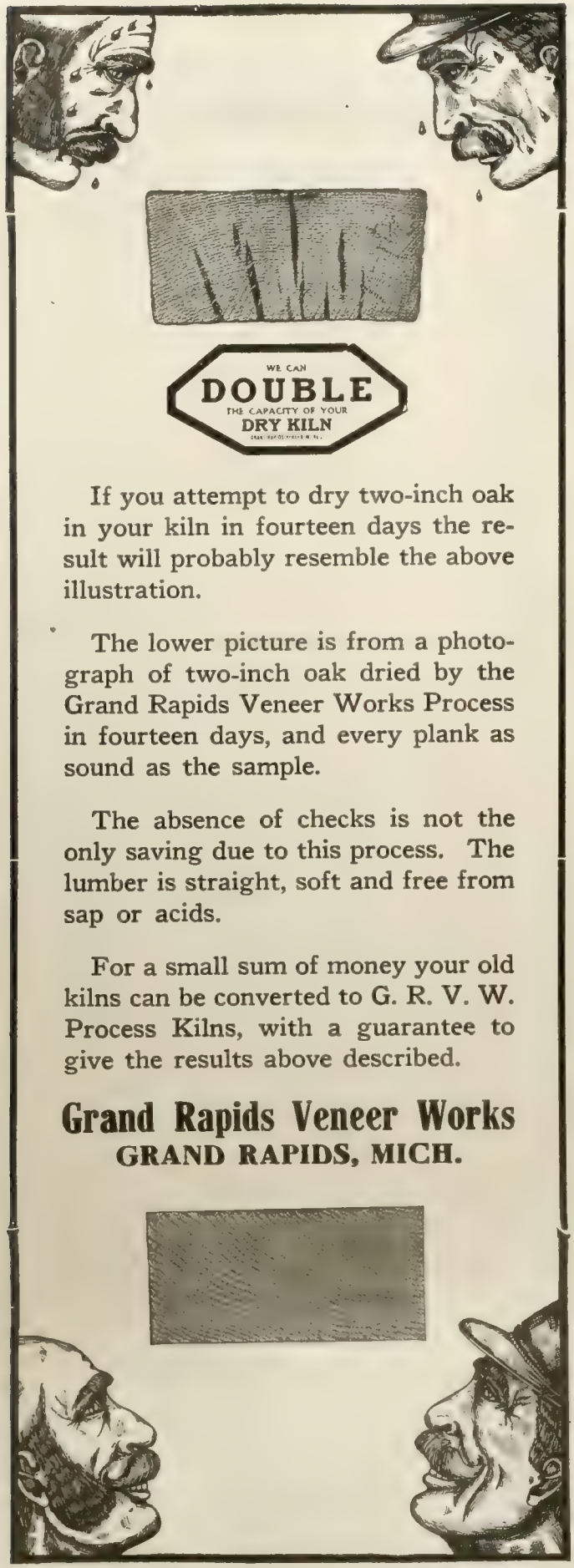
Hanchett Swage Works, Big Rapids, Mich.

Please send me your catalog and a 1 oz. bottle of Brazing Fluid, free of all expense to me.

*Employed by*_____

*Equipment needed in filing room*_____

*Name*_____ *State*_____ *City*_____



If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

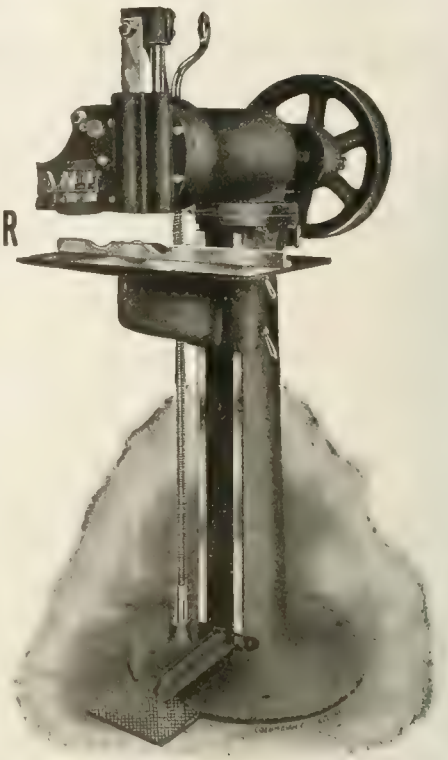
For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE



STEAM
WATER
SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS
CRANE COMPANY - - ALL BRANCHES
STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY
(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO
ESTABLISHED 1882



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

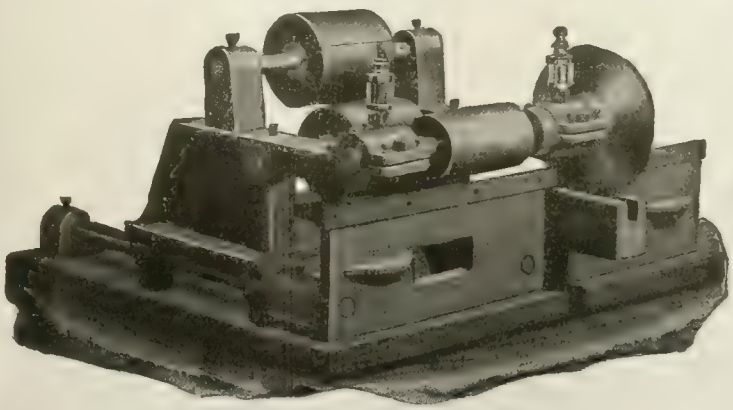
(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

CLYDE IRON WORKS
DULUTH, MINN.

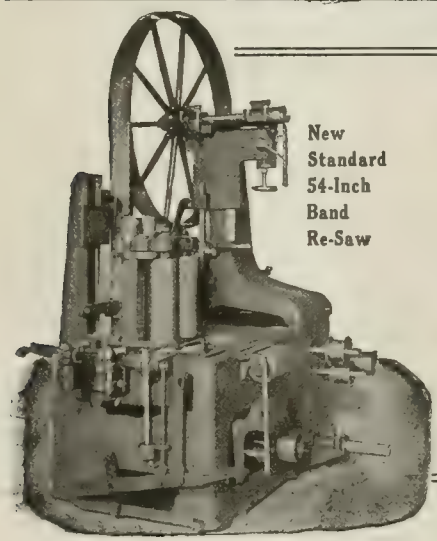
BRANCHES:
30 Church Street, New York
1718 Fisher Building, Chicago
1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.



BUTTING SAW
for
Flooring Factories

For cutting out defects and making square and smooth ends for end-matching machines. Used by the largest producers. Write for particulars and prices.

Manufactured by
Cadillac Machine Co.
CADILLAC, MICH.



New Standard 54-Inch Band Re-Saw

MERSHON BAND-RESAWS

"A Specialty, Not a Side Issue."

Wm. B. Mershon & Co., SAGINAW, MICH., U. S. A.

INDIANA

WHERE THE BEST HARDWOODS GROW

ANY WOOD
ANY THICKNESS

MANUFACTURERS
OF
VENEERS

Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

QUALITY AND PROMPT SHIPMENT
Place your orders with us and get Satisfaction and Service.

Same Attention to Small Orders as Large
WRITE US

Adams & Raymond Veneer Co.

Established 1867

Indianapolis, Ind. U. S. A.

WE WANT YOUR ORDERS
YOU WANT OUR VENEERS

D. B. MacLaren Lumber Co.
HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY

Fort Wayne, Indiana

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:

DRY—IN FINE CONDITION

QUARTERED WHITE OAK.
5,830' 3/4" 1s-2s.
10,500' 5/4" 1s-2s.
10,800' 6/4" 1s-2s.
8,000' 3/4" No. 1 Com.
20,000' 4/4" No. 1 Com., 10" & up
57,000' 5/4" No. 1 Com.
4,080' 6/4" No. 1 Com.
9,700' 4/4" Clear Strips, 5" and 5½".
11,970' 4/4" Clear Strips, Sap no defect, 2" to 4".
27,000' 4/4" No. 1 Common Strips, 2" & up.
45,000' 4/4" No. 2 Common.
5,390' 5/4" No. 2 Common.

PLAIN RED OAK
2,200' 2½" Com. & Better.
7,200' 3" Com. & Better.
1,700' 4" Com. & Better.
45,000' 4/4" No. 1 Com.
21,000' 4/4" No. 2 Com. Red and White.

QUARTERED RED OAK
21,000' 4/4" 1s-2s 6" & 7" wide.
15,000' 4/4" Clear Strips, Sap no defect, 2½" & up.
10,300' 6/4" No. 1 Com.

ASH
18,000' 4/4" 1s-2s 6" & up.

PLAIN POPLAR
5,000' 4/4" 1s-2s Yellow, 7" & up
8,600' 4/4" Box Boards, 13" to 17".
8,500' 6/4" 1s-2s Yellow, 7" & up
30,000' 6/4" No. 1 Common.
12,000' 4/4" Clear Strips.
21,000' 6/4" Clear Strips.

QUARTERED POPLAR.
16,900' 4/4" 1s-2s.
8,000' 4/4" No. 1 Common.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD **CHICAGO**

VENEERS AND PANELS

B. C. JARRELL & CO.

MANUFACTURERS OF

Rotary-Cut Gum and Poplar

VENEERS

Well manufactured, thoroughly KILN DRIED and FLAT

HUMBOLDT, - TENNESSEE

The Central Veneer Co.

SOFT YELLOW POPLAR

CROSS BANDING

Huntington, West Virginia

"WE ARE GETTING RESULTS"

WRITES ONE ADVERTISER

This Means That He Is Getting

NEW BUSINESS

Through His Ad

If we can do it for him is there any logical reason why we can't for you?

MAKE US PROVE IT

HARDWOOD RECORD, CHICAGO

Hoffman Brothers Company

Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany

Walnut Cherry Ash Maple

Let us send you Stock List **FORT WAYNE, IND.**

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Cutters, Cross Banding, Drawer Bottoms.

KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY

General Offices, KANSAS CITY, MO.

KENTUCKY VENEER WORKS

ROTARY CUT GUM, POPLAR, OAK

SAWED AND SLICED QUARTERED OAK, MAHOGANY

LOUISVILLE, KENTUCKY

If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

WHEN IN THE MARKET FOR ROTARY CUT

BIRCH
BASSWOOD
OAK
ASH
ELM

VENEER

Write Us

KIEL
FACTORY AND OFFICE
MAIN

MELLEN
VENEER AND HEADING MILL

WISCONSIN

NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

VENEERS AND PANELS

¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

THE WISCONSIN SEATING COMPANY, NEW LONDON, WIS.

SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.
Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

HOWARD HANSON, President — THOMAS A. TURNER, Secy. and Treas.

THE HANSON-TURNER COMPANY

MANUFACTURERS OF

ROTARY CUT VENEER AND THIN LUMBER

ELM
BEECH
CURLY BIRCH
OAK
MAPLE
BIRCH
BASSWOOD
BIRD'S-EYE MAPLE

SPECIALTIES:
DRAWER BOTTOMS BACK PANELS CENTER STOCK
BACKING PIANO PIN BLOCKS BIRCH DOOR STOCK
CURLY BIRCH BIRD'S-EYE MAPLE

OFFICE and FACTORY at WELLS, N. Y.

VENEERS AND PANELS

Custom Mill Work, Storage, Inspection

ON

Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere.

While we do not buy or sell for our own account, we always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

Underwood Veneer Co. *Wausau, Wis.*

"SOVEMANCO."

We can furnish anything you want in

Sawed and Sliced Foreign and Domestic Figured Veneers

Capacity 15 million feet per year. Ready to take care of carload orders promptly. Small orders shipped same day received, if desired.

SOUTHERN VENEER MFG. CO., Inc.

Office, 21st and Standard. LOUISVILLE, KY. Mills, Magnolia, Standard and 21st Sts.

For Veneer and Panel Manufacturers

Your Consumers' Lists Cost You BIG MONEY

We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.

Can You Afford to Give Him that Advantage?

HARDWOOD RECORD CHICAGO

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

"Ideal" Steel Burnished Rock Maple Flooring

is the flooring that is manufactured expressly to supply the demand for the best. It is made by modern machinery from carefully-selected stock and every precaution is taken throughout our entire system to make it fulfill in every particular its name—"IDEAL."

ROUGH OR FINISHED LUMBER—ALL KINDS

Send Us Your Inquiries

The I. Stephenson Company - WELLS, MICHIGAN

TIMBER LANDS

3,600 Acres, Clay County, North Carolina

THE CHOICEST SMALL TRACT IN THE SOUTH

Virgin Oak, Poplar and Chestnut. Title perfect. Ten miles from railroad. Near Murphy Branch of Southern.

VERY REASONABLE PRICE IF TAKEN QUICKLY

THOMAS FORMAN COMPANY

DETROIT

IXL ROCK MAPLE FLOORING

Birch and Selected Red Birch

RED BIRCH IXL FLOORING

"The Standard" of Excellence

Wisconsin Land & Lumber Company Hermansville, Michigan

BIRCH, ASH, ELM, BASSWOOD AND HEMLOCK LUMBER
Basswood Siding, Ceiling, and Moulding

Von Platen Lumber Co.

Iron Mountain, Michigan

Manufacturers of

BIRCH
BASSWOOD
ELM
MAPLE

We Solicit Your Inquiries

SHIPMENTS VIA C. & N. W.—C., M. & ST. P.—W. & M.

SALLING, HANSON CO.

MANUFACTURERS OF

Michigan Hardwoods

GRAYLING, MICHIGAN

"Chief Brand" Maple and Beech Flooring

in ¾, ⅝ and 13-16 and 1 1-16 inch Maple in all standard widths and grades, will commend itself to you and your trade on its merits alone

WRITE US, WE CAN INTEREST YOU

Kerry & Hanson Flooring Co.

GRAYLING, MICHIGAN

S. L. EASTMAN FLOORING CO.
SAGINAW BRAND
MAPLE FLOORING
SAGINAW, MICH.

J. & J. VINKE

Agents for the Sale of

AMERICAN HARDWOODS IN LUMBER AND LOGS

AMSTERDAM, HOLLAND

THE SOUTH

PROMINENT SOUTHERN MANUFACTURERS

DRY STOCK

1 car 10, 12 & 16/4 C & B Plain OAK.
3 cars 4/4 No. 1 Com. Plain OAK.
2 cars 4/4 No. 2 Com. Plain OAK.
1 car 4/4 1s & 2s POPLAR.
1 car 4/4 Sap POPLAR.
3 cars 4/4 No. 1 Com. POPLAR.
2 cars 6/4 No. 1 Com. POPLAR.
3 cars 4/4 Log Run BASSWOOD.
2 cars 4/4 Log Run BUCKEYE.
1 car 8/4 Log Run MAPLE.
1 car 4/4 No. 1 C & B MAPLE.
1 car 5/4 C & B CHESTNUT.

Send Us Your Inquiries

Boice Lumber Co., Inc.
RICHMOND, VIRGINIA

OAK TIMBERS — YELLOW POPLAR LUMBER

DOCK, CAR AND VESSEL OAK

Oak Timbers for all Purposes a Specialty

Write us for prices

THE PARKERSBURG MILL CO.
PARKERSBURG, W. VA.

Have to move at once
Two Cars 6/4 No. 3 Common Dry Ash

Salt Lick Lumber Co.

SALT LICK . . . . KENTUCKY

MANUFACTURERS OF

Eureka OAK AND BEECH **Oak Flooring**

Complete stock of 3/8" and 13/16" in all standard widths

Garetson-Greason Lumber Co.

1002-1005 Times Bldg., ST. LOUIS

Manufacturers of and Dealers in

ASH, OAK, GUM AND CYPRESS LUMBER

YARD TRADE A SPECIALTY

A FEW ITEMS OF DRY STOCK

We Want to Move

2 cars 4/4 1st & 2nds Cypress.
2 cars 4/4 select Cypress.
4 cars 4/4 No. 1 Shop Cypress.
1 car 2" 1sts & 2nds Cypress.
1 car 2" Select Cypress.
1 car 4/4 1sts & 2nds Cottonwood.
5 cars 3" mixed oak Crossing Plank.
10 cars 4/4 1sts & 2nds Red Gum.
2 cars 5/4 No. 1 Common Ash.
2 cars 4/4 1sts & 2nds Ash.
1 car 2" 1sts & 2nds Ash.
2 cars 4/4 18" & wider Panel Cottonwood.
8/4 to 16/4 No. 1 Common and better Plain Red and White Oak.

BAKER-MATTHEWS MFG. CO.
SIKESTON, MO.
WRITE US FOR PRICES

DRY HARDWOODS ARE STILL VERY SCARCE

We are running three band mills full blast in the hope of accumulating some small surplus dry lumber.

We don't want to disappoint you; therefore please anticipate your requirements as far ahead as possible for

Tennessee Valley Hardwoods

THE HHH BRAND

H. H. HITT LUMBER COMPANY, Decatur, Ala.

Frank Purcell

Kansas City U. S. A.

Exporter of Black Walnut Logs

JO MARK

FIGURED WALNUT IN LONG WOOD AND STUMPS

Louisiana Long Leaf Lumber Co.

Fisher, Louisiana

Diamond 4 L Co. Brand

OAK FLOORING
A GUARANTEE OF PERFECTION

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY
Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

Brown Bros. Lumber Co.

Manufacturers and Wholesalers — Rhinelander, Wis.

1 " No. 1 Com. & Btr. Hard Maple
1¼" No. 2 Com. & Btr. Hard Maple
1½" No. 2 Com. & Btr. Hard Maple
2 " No. 2 Com. & Btr. Hard Maple
1¼" No. 2 & Btr. Soft Elm
1¼" No. 2 & Btr. Rock Elm

DRY STOCK AND CAN MAKE PROMPT SHIPMENT

WE OFFER BIRCH AND MAPLE

COMPLETE STOCK
4/4" & up No. 2 & better Hard Maple
COMPLETE STOCK
4/4" & up No. 1 & Better Wis. Birch
Guaranteed to average 8" wide
Runs. 40%—45% 14' & 16' lengths

Oelhafen Lumber Company, Tomahawk, Wis.

GET OUR PRICES ON

1 car 1" No. 1 Common & Btr. Red Birch.
10 cars 1" No. 2 Common & Btr. Plain Birch.
5 cars 1" No. 1 and No. 2 Common Plain Birch.
2 cars 1¼" No. 2 Common & Btr. Plain Birch.
2 cars 1½" No. 2 Common Plain Birch.

Can ship in straight or mixed cars with other lumber

ROBBINS LUMBER COMPANY
Rhinelander, Wisconsin

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.
Grand Rapids, Wis., Atlanta, Wis.,
Saw mills and planing mill at Atlanta, Wis.



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer—it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.
Eau Claire, Wis.

BUFFALO

The Foremost Hardwood Market of the East

I. N. Stewart & Bro.
Specialties
Cherry and Oak
892 Elk Street

BUFFALO HARDWOOD LUMBER CO.
We want to buy for cash
OAK, ASH AND OTHER HARDWOODS
All grades and thicknesses.
Will receive and inspect stock at shipping point.
Branch yard, Memphis, Tenn.
940 Seneca Street, BUFFALO

Standard Hardwood Lumber Co.
OAK, ASH and CHESTNUT
1075 Clinton Street

T. SULLIVAN & CO.
SPECIALTIES:
Gray Elm, Brown Ash
Pacific Coast Fir and Spruce
2 ARTHUR STREET

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SPECIALTIES
Oak, Ash and Poplar
932 ELK STREET

ANTHONY MILLER
HARDWOODS OF ALL KINDS
893 EAGLE STREET

G. ELIAS & BRO.
HARDWOODS
White Pine, Yellow Pine, Spruce, Hemlock, Fir, Lumber, Timber, Millwork, Boxes, Maple and Oak Flooring
955-1015 ELK STREET

Hugh McLean Lumber Co.
OUR SPECIALTY:
QUARTERED WHITE OAK
940 ELK STREET

The above firms carry large and well assorted stocks of all kinds and grades of Hardwoods, and have every facility for filling and shipping orders promptly. They will be pleased to have your inquiries.

Vansant, Kitchen & Company

Manufacturers Old-Fashioned Soft Yellow Poplar

5-8 and 4-4 in Wide Stock, Specialty

Ashland, Kentucky

EASTERN REPRESENTATIVE, John L. Cochran
601 W. 115th Street, New York City

CHICAGO OFFICE, Steger Building
W. H. Matthias, Manager.

FLOORING

OAK — BEECH — MAPLE

KILN DRIED END MATCHED

TELEPHONE YOUR ORDER OR INQUIRY TO OUR SALESMEN—WE WILL PAY THE CHARGES

W. M. RITTER LUMBER CO., COLUMBUS, OHIO

W. H. White Company
Boyne City Lumber Company

Mills and General Office: BOYNE CITY, MICH.

Sales Office: BUFFALO, N. Y.

STOCK DRY—STANDARD GRADES—BEST MANUFACTURE—CAR OR CARGO SHIPMENTS

WE OFFER

4/4 and 5/4 No. 2 common and better Basswood

4/4 No. 2 common and better Brown Ash

4/4 and 5/4 No. 2 common and better Birch, strictly unselected for color

4/4 and 5/4 No. 1 and No. 2 common Flooring Maple.

4/4, 5/4, 6/4, 8/4, 10/4, 12/4 and 16/4 Firsts and Seconds Maple

YELLOW POPLAR

MANUFACTURERS OF BAND SAWED

POPLAR
QUARTERED OAK
PLAIN OAK
CHESTNUT
BASSWOOD

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S.

SPECIALTY
QUARTER SAWED
WHITE OAK

Coal Grove, Ohio, U. S. A.

LUMBER CO.

Hardwood Record

Seventeenth Year, Semi-Monthly. | CHICAGO, OCTOBER 10, 1912 | Subscription $2. Single Copies, 10 Cents.

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MAHOGANY, VENEER

HARDWOOD LUMBER

OFFICE, FACTORY AND YARDS:

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Telephone Canal 930

BAND MILLS, MEMPHIS, TENN.

WANTED

All Kinds of High-Grade

HARDWOODS

S.E. SLAYMAKER & CO.

Representing WEST VIRGINIA SPRUCE LUMBER CO., Cass, West Virginia.

Fifth Ave. Bldg., NEW YORK

The Burning Question of Fire Insurance

IS BEST ANSWERED BY THE ECONOMICAL AND RELIABLE TRADE MUTUALS

INDIANA LUMBERMEN'S MUTUAL INSURANCE CO. of Indianapolis, Ind.
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Average rate of dividend to Policy Holders, now 36%

Combined Chicago Sales Office for
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20 W. Jackson Blvd., CHICAGO

SPECIAL ITEMS FOR IMMEDIATE SHIPMENT

INDIANA WHITE OAK
40,000 ft. 12/4 1st and 2nd Plain White Oak, bone dry.
55,000 ft. 10/4 1st and 2nd Plain White Oak, bone dry.
60,000 ft. 8/4 1st and 2nd Plain White Oak, bone dry.
20,000 ft. 12/4 No. 1 Com. Plain White Oak, bone dry.
65,000 ft. 8/4 No. 1 Com. Plain White Oak, bone dry.
150,000 ft. 4/4 1st and 2nd Plain White Oak, bone dry.
35,000 ft. 4/4 No. 1 Common Plain White Oak, bone dry.
15,000 ft. 10/4 No. 1 Com. Plain White Oak, bone dry.
100,000 ft. 2x6 & wider Sound Com. White Oak.
SOFT ELM
3 cars 8/4 Common and Better Soft Elm.
2 cars 12/4 Common and Better Soft Elm.
50,000 ft. 5/4 Log Run Soft Elm.

We have a good assortment of band sawn Cottonwood, Ash, Cypress, Sap Gum and plain and quartered Red Gum. Wire or write for prices for prompt shipment

DAILY CAPACITY
Red Gum, 50,000 ft.
Cypress, 30,000 ft.
Oak, 40,000 ft.
Ash, 20,000 ft.
Cottonwood, 30,000
Miscellaneous, 15,000 ft.

Long-Knight Lumber Co.

Indianapolis, Indiana

HARDWOODS

OAK ASH GUM CYPRESS

1 Car 2" No. 2 Common Walnut. 1 Car 5/4 No. 1 Common Walnut.
1 Car 5/4 Common Walnut. 1 Car 2" 1st and 2ds Plain Red Oak.
40,000 ft. African Mahogany, 1" to 2".

PROCTOR VENEER DRYER FIREPROOF

—AN—

UNPARALLELED SUCCESS

No Splitting Nor Checking

No Clogging Nor Adjusting



Recommended by all those who have tried it

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Construction Oak

For Car Building, Bridge Building, Boat Building, etc.

Send us your specification and let us submit a bid on your requirements

Some SPECIALS for Immediate Delivery

MAHOGANY—Thoroughly dry stock, especially fine in figure and texture—5/8 to 5 in. thick.

MAPLE—Hard and Soft—band sawn—Dry stock almost all widths and lengths.

CHESTNUT—4/4 to 3 in. thick—the select of West Virginia and Tennessee stocks. Special grades for veneering.

CHERRY—Band sawn—one to five in. thick. West Virginia and Penn. stocks.

"Everything in Lumber"

J. GIBSON McILVAIN & CO.

1420 Chestnut Street **PHILADELPHIA**

LET us talk to you about the plain and quartered oak that made Indiana famous. It's the kind we make to-day.

Wood-Mosaic Co., New Albany, Ind.

H. C. CREITH & CO.

Hardwood Lumber

Some people can't deliver the goods. Give us an opportunity to demonstrate that we can.

COLUMBUS **OHIO**

MICHIGAN

FAMOUS FOR HARD MAPLE AND GREY ELM

Michigan Hardwoods

MANUFACTURED BY

COBBS & MITCHELL, Inc.

CADILLAC, MICH. September 13th, 1912

DRY STOCK LIST

4/4 Ash No. 2 Common & Better	20 M
4/4 Basswood No. 1 Common	100 M
4/4 Cherry No. 3 Common & Better	9 M
4/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm 1s & 2s (14 in. and wider)	18 M
6/4 Cadillac Gray Elm 1s & 2s	50 M
4/4 Cadillac Gray Elm No. 1 Common	50 M
6/4 Cadillac Gray Elm, No. 1 and 2 Common	18 M
5/4 Hard Maple Step, 1s & 2s	28 M
6/4 Hard Maple Step 1s & 2s	25 M
8/4 Rock Elm No. 3 Common	22 M

"It is not what lumber costs you, so much as what you can get out of it, that decides its value for your work."

OUR OWN MANUFACTURE

Mitchell Brothers Company

DRY STOCK LIST

Michigan Hardwoods

CADILLAC, MICH. September 13th, 1912

4/4 Ash No. 2 Common & Better	18 M
1x4 Basswood No. 1 Common	10 M
1x6 Basswood No. 1 Common	29 M
1x7 and up Basswood No. 1 Common	37 M
4/4 to 8/4 Cherry No. 2 Common & Better	26 M
4/4 Cadillac Gray Elm 1s & 2s	60 M
4/4 Cadillac Gray Elm No. 1 Common	75 M
4/4 Cadillac Gray Elm No. 2 Common	75 M
8/4 Cadillac Gray Elm No. 1 & 2 Common	3 M
6/4 Hard Maple, Step	8 M
4/4 Soft Maple No. 3 Common	22 M

CADILLAC QUALITY

When you want lumber of Cadillac Quality, Lumber which has been manufactured and seasoned properly, and grades which have not been blended to meet price competition—send us your inquiries.

WE SELL ONLY MITCHELLS-MAKE

W. D. YOUNG & CO.

MANUFACTURERS

FINEST MAPLE FLOORING

KILN DRIED, HOLLOW BACKED
MATCHED OR JOINTED
POLISHED AND BUNDLED

Hard Maple, Beech and Birch Lumber

1 TO 6 INCHES THICK WRITE FOR PRICES

BAY CITY, :: :: MICHIGAN

THE

Kneeland-Bigelow Co.

25,000 ft. 8/4 Basswood
40,000 ft. 6/4 Basswood
This stock was all cut for 1st and 2nds from the best part of the log, but will develop about 30% No. 1 common when loaded out.

HARDWOOD

20,000 ft. 5/4 White Basswood
8,000 ft. 6/4 White Basswood
This was cut and cross-piled during the past winter, and is all good average widths and lengths.

MANUFACTURERS

100,000 ft. 5/4 1st and 2nds Basswood
250,000 ft. 5/4 No. 1 Common Basswood
This is of good average widths and lengths, containing a large percentage of 16 ft.

All of the above stock is nicely manufactured, being band sawed, trimmed, and well seasoned. We are prepared to quote attractive prices for this material for immediate shipment.

BAY CITY, MICH.



FLANNER-STEGER LAND & LUMBER CO.

MAPLE AND BIRCH FLOORING

of unexcelled manufacture and quality. Also Manufacturers of Basswood, Birch, Elm, Maple and Hemlock.

SEND US YOUR INQUIRIES

MILLS:
BLACKWELL, WISCONSIN

GENERAL SALES OFFICE
1704 STEGER BLDG., CHICAGO, ILL.

HARDWOOD AND YELLOW PINE LUMBER

In Stock, Ready To Ship

3 cars 1x6 and wider 1st & 2nd Cottonwood
3 cars 1x9 to 12″ Cottonwood Box Boards
4 cars 1″ No. 1 Common Cottonwood
4 cars 1″ No. 1 Common Sap Gum

WE make a specialty of Oak Timber and Car Stock.

WRITE US FOR PRICES ON YELLOW PINE TIMBER, FLOORING, CEILING AND FINISHING.

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IF YOU HAVEN'T SEEN THE GIBSON TALLY BOOK

Let us send you one on approval, with samples of Tally Tickets for triplicate, duplicate or single tallies—a score of forms to choose from. They are the latest and best. Endorsed by hundreds of lumber manufacturers and buyers.

HARDWOOD RECORD CHICAGO

CHICAGO

THE GREATEST HARDWOOD MARKET IN THE WORLD

HUDDLESTON-MARSH LUMBER COMPANY

(Successors in Chicago to OTIS MANUFACTURING CO.)

2254 LUMBER STREET, CHICAGO

Mahogany Lumber
Mexican and Cuban. 1s & 2s, No. 1 Com., Shorts. All thicknesses. Plain and Figured.

Mahogany Veneer
Mexican and African. Sawed and sliced. All thicknesses. Figured and Plain.

Circassian Walnut Lumber and Veneer.

Qtd. R. & W. Oak Veneer Plain R. & W. Oak Veneer
BIRCH, GUM, POPLAR, AND BASSWOOD VENEER

ALL IN OUR CHICAGO YARD.
PROMPT SHIPMENT ASSURED.

Going up Hardwood Timber

We have the following hardwood and pine timber for sale at prices that have not as yet been advanced with the rise in value on timber lands. For a short time we offer

150,000,000 FEET HARDWOOD IN SOUTHEAST ARKANSAS — A SPLENDID OPPORTUNITY.

7,600,000 FEET OF HARDWOOD IN SOUTHWEST ARKANSAS

We also have timber in British Columbia and on the Pacific Coast and Oregon

For further particulars, address

John C. Spry
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ALL WOODS
SEND FOR STOCK LIST

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Maple, Birch, Elm, Basswood, Ash

And Other Northern Hardwoods

In the Market for Round Lots of Hardwood

WRITE US BEFORE SELLING

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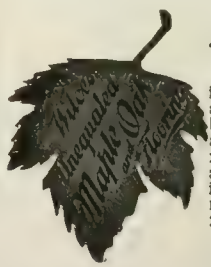
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KILN DRIED & AIR DRIED HARDWOODS

PHONES
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A floor to adore

For thirty-three years Wilce's Hardwood Flooring has been among the foremost on the market and because it stands today "unequaled" is the best evidence that its manufacturer has kept abreast of modern methods and the advanced demands of the trade. To convince yourself of the above statements, try our polished surface flooring, tongued and grooved, hollow backed, with matched ends and holes for blind nailing—you'll find it reduces the expense of laying and polishing.

Our Booklet tells all about Hardwood Flooring and how to care for it—also prices—and is free.

The T. Wilce Company

22nd and Throop Sts. CHICAGO, ILL.

SECURE BETTER PRICES

AT LESS SELLING COST BY REACHING MORE CUSTOMERS. HARDWOOD RECORD PUTS YOU BEFORE THEM ALL TWICE A MONTH.

ASK US ABOUT IT

SAVE YOUR MONEY BY USING THE

RED BOOK Published Semi-annually in February and August

It contains a carefully prepared list of the buyers of lumber in car lots, both among the dealers and manufacturers.

The book indicates their financial standing and manner of meeting obligations. Covers the **United States, Alberta, Manitoba and Saskatchewan.** The trade recognizes this book as the authority on the lines it covers.

A well organized Collection Department is also operated and the same is open to you. **Write for terms.**

Lumbermen's Credit Assn., ESTABLISHED 1878

608 So. Dearborn St. CHICAGO — Mention This Paper. — 116 Nassau Street NEW YORK CITY

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Famous for Finest Type of Poplar, Oak and Chestnut

VESTAL LUMBER AND MANUFACTURING CO.

KNOXVILLE, TENNESSEE.

QUARTERED WHITE OAK

OUR SPECIALTY

MANUFACTURERS OF

QUARTERED WHITE OAK, PLAIN OAK, POPLAR, WALNUT & TENNESSEE RED CEDAR LUMBER

BAND MILLS AT VESTAL, A SUBURB OF KNOXVILLE. SOUTHERN AND LOUISVILLE & NASHVILLE RAILROAD

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HARDWOODS AND PINE

POPLAR A SPECIALTY

Main Office and Yards: Knoxville

Branch Office and Yard:
Bank and McLean Ave., Cincinnati — I. M. ASHER, Mgr.

We Want Orders for the following Dry Stock:

WHITE OAK—Plain or Quartered.

RED OAK—Plain or Quartered.

CHESTNUT — BASSWOOD

POPLAR — WHITE PINE

Always carry large well assorted stock of all kinds of Hardwoods.

CAN SHIP ON SHORT NOTICE.

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Maphet & Shea Lumber Co.

Manufacturers and Wholesalers

OFFICE: 703-705 HENSON BUILDING

Yard: Middlebrook Pike and Lonsdale Car Line

KNOXVILLE, TENN.

We manufacture: YELLOW POPLAR, OAK, CHESTNUT, WHITE AND YELLOW PINE, HEMLOCK BARK, ETC.

BAND AND CIRCULAR MILLS—EAST TENN.
MOUNTAIN VIRGIN HARDWOOD STUMPAGE

Kimball & Kopcke

Knoxville, Tennessee

Manufacturers and Shippers of

Appalachian Hardwoods

OAK OUR SPECIALTY

"THE VERY BEST"

Veneers in Any Wood

ASH, GUM
CHESTNUT
WHITE OAK
RED OAK
PINE, POPLAR
WALNUT

Knoxville Veneer Co.

P. B. RAYMOND, General Manager, **Knoxville, Tenn.**

NASHVILLE

CELEBRATED FOR HIGHEST TYPE TIMBER GROWTH, FAULTLESS MANUFACTURE AND GOOD GRADES.

If you want to get in touch with 2000 Live Wire Buyers of Hardwoods

it will pay you to find out about the Hardwood Record's

BULLETIN SERVICE

One man, who uses the service gives it credit for earning annually $10,000 for him.
Write for pamphlet—

"Selling Lumber By Mail"

It will prove a revelation to you.

HARDWOOD RECORD
(Bulletin Dept.)
537 So. Dearborn St.,
CHICAGO

WE ARE OVERSTOCKED and will name very attractive prices on a few cars of each of the following items:

4/4, 6/4, 10/4 and 12/4 1s and 2s Poplar.
4/4 and 8/4 Sap Poplar.
1¼", 1½" and 2½" No. 1 Common Poplar.
4/4 No. 1 and Panel Poplar in widths of 12 to 17", 18 to 23" and 24" and up.
4/4 x 13 to 17" Poplar Box Boards.
4/4 1s & 2s Basswood or Linn—very fine.
3/8, 4/4, 5/4, 10/4 and 12/4 1s & 2s Qtd. W. Oak.
4/4, 5/4, 6/4 and 8/4 No. 1 Common Qtd. W. Oak.
6/4 1s & 2s Qtd. R. Oak.
4/4, 5/4 and 6/4 No. 1 Common Qtd. R. Oak.
6/4 and 10/4 1s & 2s Hickory.
4/4, 6/4, 10/4 and 12/4 No. 1 Common Hickory.
4/4, 6/4, 8/4, 10/4 and 12/4 No. 2 Common Hickory.
4/4 1s & 2s Chestnut, also 5, 6 and 8/4.
4/4 No. 1 Common Chestnut.

John B. Ransom & Co.

MANUFACTURERS OF

Hardwood Lumber

Nashville, Tenn.

IF YOU BUY LUMBER

Naturally you want only well manufactured stock, clean grades and prompt service. We can give you all three.

We have a well assorted stock of **Plain** and **Quartered Red** and **White Oak, Poplar, Ash, Chestnut, Hickory** and **Aromatic Tennessee Red Cedar,** practically all of which is our own manufacture.

LOVE, BOYD & CO., Nashville, Tenn.

Cherokee Lumber Co.

Manufacturers of all the lumber we sell.

Let us quote you some attractive prices on quartered white oak and poplar. Any grades and thicknesses.

NASHVILLE, TENN.

¶ **The Gibson Aluminum Tally Book Cover and Tally Tickets are now employed by more than 2,000 lumber manufacturers, dealers and consumers.**

Tennessee Hardwoods

Tennessee Hardwood Lumber Co.

West Nashville

ARKANSAS SOFT YELLOW CYPRESS

250,000 FEET

4-4 in. 1sts & 2nds	5-4 in. 1sts & 2nds	8-4 in. 1sts & 2nds
4-4 in. Selects	5-4 in. Selects	8-4 in. Selects
4-4 in. No. 1 Shop	5-4 in. No. 1 Shop	8-4 in. No. 1 Shop

BAND SAWN—TRIMMED GOOD WIDTHS AND LENGTHS—STRAIGHT OR MIXED CARS

PAEPCKE LEICHT LUMBER COMPANY, GENERAL OFFICES, **CHICAGO, ILLINOIS**

LAMB-FISH LUMBER CO.

MEMBER HARDWOOD MANUFACTURERS ASSOCIATION OF THE U.S. — A Guarantee of a Square Deal in both Grade and Measurement

Band Mill and General Offices

CHARLESTON, MISS.

THE LARGEST HARDWOOD MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,000

TELEGRAPH CODES
UNIVERSAL
HARDWOOD
WESTERN UNION
Cable Address, Lamb

STOCK LIST—Dry Lumber on Hand October 1, 1912

	3/8	1/2	5/8	3/4	4/4	5/4	6/4	8/4	10/4	12/4	16/4
FAS Quartered White Oak, 6" and up	8,000	60,000	.....	40,000	30,000	.....	7,000	.....	.....	.....	.....
No. 1 Common Quartered White Oak, 4" and up	.....	12,000	.....	12,000	140,000	4,000	.....	.....	.....	.....	.....
No. 2 Common Quartered White Oak	.....	5,000	.....	.....	20,000	.....	.....	.....	.....	.....	.....
FAS Plain White Oak, 6" and up	30,000	120,000	140,000	30,000	.....	20,000	.....	12,000	3,000	.....	2,000
FAS Plain White Oak, 12" and up	.....	.....	.....	4,000	.....	.....	.....	.....	.....	.....	.....
No. 1 Common Plain White Oak, 4" and up	.....	18,000	40,000	10,000	100,000	5,000	.....	10,000	9,000	.....	.....
FAS Plain Red Oak, 6" and up	.....	.....	20,000	20,000	150,000	.....	.....	.....	.....	.....	1,000
No. 1 Common Plain Red Oak, 4" and up	.....	.....	15,000	25,000	.....	.....	18,000	1,000	.....	.....	.....
FAS Red Gum	200,000	150,000	110,000	250,000	220,000	40,000	70,000	40,000	.....	3,000	.....
FAS Quartered Red Gum	.....	.....	.....	.....	.....	.....	.....	3,000	.....	.....	.....
FAS Circassian Red Gum	.....	.....	.....	12,000	40,000	.....	3,000	1,000	.....	.....	.....
No. 1 Common Red Gum	60,000	20,000	130,000	40,000	.....	20,000	.....	5,000	.....	.....	.....
FAS Sap Gum, 18" and up	.....	.....	.....	.....	100,000	.....	.....	.....	.....	.....	.....
FAS Sap Gum, Reg. W. & L.	50,000	40,000	20,000	.....	.....	15,000	10,000	15,000	.....	.....	.....
No. 1 Common Sap Gum	.....	60,000	.....	.....	90,000	.....	.....	.....	.....	.....	.....
No. 2 Common Sap Gum	50,000	35,000	25,000	60,000	300,000	200,000	20,000	.....	.....	.....	.....
Shop and Better Cypress	.....	.....	.....	.....	.....	.....	.....	50,000	.....	.....	.....
No. 1 Common Cypress	.....	.....	.....	.....	.....	.....	.....	20,000	.....	.....	.....
Log Run Elm	.....	.....	.....	.....	.....	.....	20,000	20,000	.....	.....	.....
Common and Better Tupelo	.....	.....	.....	.....	10,000	.....	.....	.....	.....	.....	.....

OUR LUMBER CONTAINS ALL WIDE STOCK PRODUCED IN MANUFACTURING AND WILL RUN OVER 50% OF 14 AND 16 FT. LENGTHS. WE ALSO MANUFACTURE OAK TIMBERS AND BRIDGE PLANK — FACILITIES FOR KILN DRYING AND DRESSING

"STEARNS QUALITY LUDINGTON"

HARDWOOD SPECIALISTS

We Now Have an Excellent Assortment of

4-4 BASSWOOD

On Hand for Immediate Shipment

Write Us for Prices

The STEARNS SALT & LUMBER CO. LUDINGTON, MICH.

WHY NOT? Swear off, and send your inquiries and orders direct to the producer

We Have Four Band Mills Sawing Hardwood

A FEW ITEMS WE WANT TO MOVE:

75,000 FT. 12/4 LOG RUN SOUTHERN ELM
50,000 FT. 6/4 LOG RUN SOUTHERN ELM
220,000 FT. 4/4 NO. 1 COMMON PLAIN RED OAK
90,000 FT. 5/4 NO. 1 COMMON PLAIN RED OAK
87,000 FT. 6/4 NO. 1 COMMON PLAIN RED OAK
185,000 FT. 4/4 NO. 1 COMMON QTD. WHITE OAK

WRITE US FOR PRICES

ANDERSON-TULLY COMPANY

HARDWOOD LUMBER

MEMPHIS, TENN.

WEST VIRGINIA

WHERE THE BEST HARDWOODS GROW

West Virginia Timber Company

POPLAR, OAK, CHESTNUT AND BASSWOOD LUMBER. BILL OAK, HEMLOCK, CHAIR AND DIMENSION STOCK.

CHARLESTON, W. VA.

2 cars 6/4" Log Run Beech.
30,000 ft. 5/4" No. 2 Common West Va. Poplar.
150,000 ft. 4/4" No. 1 Common & Selects W. Va. Yellow Poplar.
20,000 ft. 8/4" Log Run Hickory.
22,000 ft. 4/4" 1sts & 2nds W. Va. Qtd. White Oak.
36,000 ft. 6/4" No. 1 Common & Better Chestnut.
15,000 ft. 4/4" No. 2 Common Basswood.
15,000 ft. 5/4" Log Run Basswood.
100,000 ft. 4/4" 1sts & 2nds Sap Gum.
50,000 ft. 4/4" No. 1 Common Sap Gum.
75,000 ft. 4/4" 1sts & 2nds Red Gum.
30,000 ft. 4/4" No. 1 Common Red Gum.
50,000 ft. 4/4" Selects & Better Cypress.
40,000 ft. 4/4" No. 1 Common & Shop Cypress.
10,000 ft. 4/4" No. 2 Common & Shop Cypress.
25,000 ft. 8/4" No. 2 Common & Pecky Cypress.
8,000 ft. 3/4" Log Run Quartered White Oak.
8,000 ft. 4/4" Log Run Quartered White Oak.
3,000 ft. 4/4" No. 2 Common Qtd. White Oak.

Peytona Lumber Company Inc.

WHOLESALE MANUFACTURERS

HARDWOOD LUMBER

HUNTINGTON, W. VA.

Yellow Poplar, Basswood, Chestnut, Oak, Ash

BAND MILL AND YARDS,
1st Ave. and 20th to 24th Sts.

10 cars 4/4 Select & No. 1 Com. Poplar (50% Selects, 60% 14' & 16' long).
4 cars 4/4 13" to 17" Poplar Box Boards (75% 14' & 16').
2 cars 4/4 No. 1 Panel Poplar, 18" to 23" (60% 14' & 16').
1 car 4/4 No. 1 Panel Poplar, 24" & up (60% 14' & 16').

All high-grade band sawn stock. Good widths.

WE MANUFACTURE AND DEAL IN

TIES, HARDWOOD LUMBER AND TIMBER

We want to buy a large amount of 4/4, 8'—8'6" Oak from Tie Sides

Hill Bros. Tie & Lumber Company
Charleston, W. Va.

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If you have begun to realize that you are going to need a lot of quartered oak to take care of your wants during the next six months, and have appreciated the difficulty of getting good lumber, made from choice logs, at the right price, then you are interested in what Louisville has to offer. This town has always been famous for its quartered oak, and it is now ready to make good its ancient reputation in this regard. Get in touch with us by mental telepathy—or Western Union.

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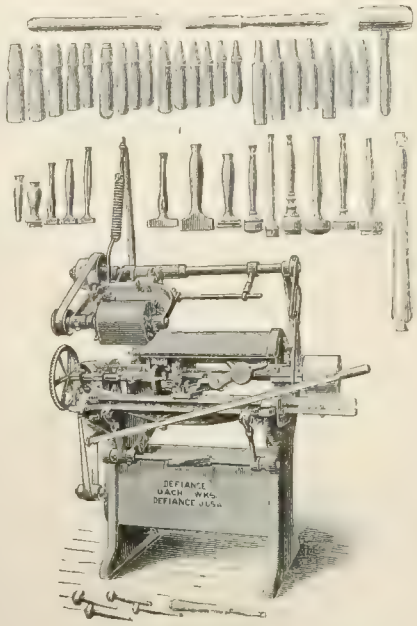
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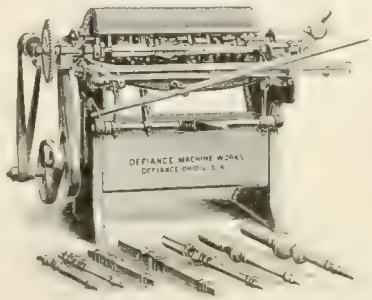
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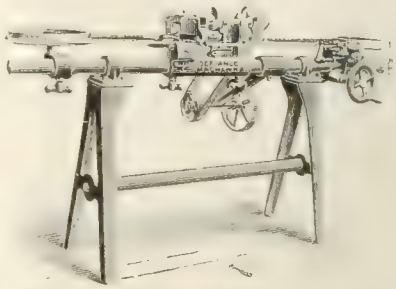
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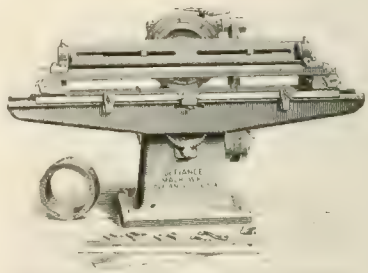
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Hardwood Record



Published in the Interest of the American Hardwood Forests, the Products thereof, and Logging, Saw Mill and Wood-working Machinery, on the 10th and 25th of each Month, by

THE HARDWOOD COMPANY

Henry H. Gibson, President
Burdis Anderson, Sec'y and Treas.

Entire Seventh Floor Ellsworth Building
537 So. Dearborn Street, CHICAGO

Vol. XXXIV CHICAGO, OCTOBER 10, 1912 No. 12

Editorial Comment

General Market Conditions

Strength in buying marks the entire hardwood situation the country over at the present time, and applies almost universally to every variety of hardwoods. The scarcest and consequently the strongest item in the market is plain white oak in all grades; No. 2 is apparently just as scarce and relatively as high as No. 1 common and firsts and seconds. Following this, plain red oak is nearly as scarce, but is more plentiful than white.

Within the last few months white ash has had a phenomenal rise in demand and consequent value, and the black ash of the North is following a good second. But few manufacturers have well-balanced stocks at the present time, the majority of them having only badly broken stocks, which in many instances are down to very recent sawing.

The absolute paucity of stock in the hands of northern manufacturers, as well as in the South, is reflected by the comparatively few salesmen on the road engaged in marketing lumber. The majority are employed in visiting sawmill districts in an attempt to make purchases to take care of exigent orders.

While comparatively scarce, and in no surplus, perhaps the easiest items of lumber to acquire at the present time are poplar, basswood and buckeye.

There seems to be a little dimunition in the strength of red and sap gum, but still there is very little dry and desirable stock that can be had right now.

Perhaps the longest item in the woods that are handled by the hardwood trade is cypress, which seems to be in ample supply at all manufacturing centers.

Quartered white oak has again come into its own, and there is an excellent trade for it the country over, at prices that are showing a fair margin of profit to the producers.

There are some remarkable features pertaining to the present rather extraordinary demand for hardwoods, one being the spread of values shown in quotations by various manufacturing and jobbing houses. During the last fortnight HARDWOOD RECORD has seen quotations on firsts and seconds quarter-sawed white oak showing a variation of twelve dollars a thousand, and in plain sawed firsts and seconds oak a variation of six dollars a thousand. To be sure some of this variation may be accounted for by a difference in quality, but it would seem unquestionable that some houses are either asking too much for their product, or others are giving away a handsome margin of profit. In this connection it may be noted that a good many office jobbers who make sales and depend upon supplying lumber with subsequent purchases in the open market, are having a good deal of difficulty in filling their orders. On the contrary, hardwood merchants in various trade centers, who carry an ample stock of lumber and have made advance contracts for future supplies, are in common with manufacturers securing the large bulk of going business.

These are strenuous times for the scalping element, because it is with the utmost difficulty that they are able to practice old-time methods of first selling lumber and then buying stock to fit the price. Latterly this element is exercising more caution in its sales, and is not the menace to price conditions that it formerly was.

There never was a time in the history of the trade when a thorough knowledge of sources of supply was so valuable an asset to the jobbing trade as it is at the present moment. The "wise" jobber is still able to make purchases of a satisfactory character, on which he can make a good profit turn. On the whole, it is pretty tough sliding for the element of the trade that depends on the open market for a source of supply to take care of current orders.

While a good many manufacturers are making an attempt to cut out the intermediary and sell their stock direct to the wholesale consuming element, another and important faction in the trade deems it economy to market its holdings through competent jobbing houses. This is especially so in the East, where very few jobbers complain of inability to secure stock from manufacturers to take care of current needs. Generally speaking, the eastern jobber is so much more familiar with the specific requirements of his customers than the remote manufacturer as to make it difficult for even the most competent southern and western sawmill man to break into the consuming trade of the East with very much success. Hence it is that a large portion of the lumber marketed in this part of the country is handled through the medium of the competent jobbing element.

Wiseacres in the trade predict that the supply of lumber will within a short time more than counterbalance the demand, and that there will be a marked decline in some of the rather high values placed on some items at present. Undeniably there is an extraordinary attempt being

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Advertising copy must be received five days in advance of publication dates.

Telephones:—Harrison 8086-8087-8088.

Henry H. Gibson, Editor; Hu Maxwell and Edwin W. Meeker, Associate Editors.

Entered as second-class matter May 26, 1902, at the postoffice at Chicago, Ill., under act of March 3, 1879.

made by manufacturers to run their plants to capacity, but with the longer hauling distances and growing scarcity of timber, comparatively few are able to accomplish this result. For example, it is doubtful if the Memphis district will produce as large a quantity of lumber this year as it did last. Every sawmill man in that region is having difficulty in securing a prompt movement of his logs to the mill, and very few are able to run to anywhere near full capacity.

The car shortage, which is just in its inception, may cause quite an accumulation of stock at both northern and southern sawmill points, but undeniably advance orders will clean this stock up very closely with the growing plentifulness of cars after the crop and cotton movement has been taken care of.

The mahogany and other foreign wood situation never was as strong in the history of the trade. Many manufacturers of these woods are sold up months in advance, and all are getting a substantial advance over prices of a few months ago. There is an undeniable shortage in mahogany logs, and an increasing demand for the lumber, owing to the almost parity of prices between mahogany and the higher grades of American grown hard woods.

The veneer and panel business is very active, and producers of sliced stock, notably in mahogany, are making very handsome profits. There is no marked increase in the prices achieved for rotary cut and sawed stock, although there is a considerable strengthening of the situation. Sawed oak veneers are still being sold, considering log and labor cost, at very much less than they should be in comparison with the values attained by lumber products.

There seems to be an increasing call for wagon woodstock, with more satisfactory values being obtained.

The handle business, both in hickory handles and broom handles, is in better shape than for a long time, but still this output is being marketed at a pretty close margin of profit.

There is a growing demand and an increasing output in dimension stock, which is now being sold on a basis that leaves a little profit for the producer. However, dimension stock values are still ranging ten to twenty-five per cent lower than they should in comparison with lumber prices. Doubtless, with a better knowledge of the requirements demanded by remanufacturers in dimension stock, and the more careful making and seasoning of this material, better prices can shortly be secured. There should be a co-operative movement between the furniture, flooring, interior finish and other trades which employ dimension stock, and manufacturers of this material, to secure a higher-class and more satisfactory product, for which remanufacturers can afford to pay a better price.

UNSOLICITED TESTIMONIAL

Little River Lumber Company

MANUFACTURERS OF

HARDWOODS AND TENNESSEE YELLOW POPLAR

Townsend, Tenn., Sept. 16, 1912.

Editor Hardwood Record,
Chicago, Ill.

Dear Sir:

I want to compliment you on the last issue of Hardwood Record. It is surely a dandy. You certainly did yourself proud, in my judgment, in this issue. I read it yesterday as diligently as I usually apply myself to my Bible and prayer book on the Sabbath day.

Please send ..... a copy of this issue, with my compliments.

Very truly yours,

W. B. TOWNSEND,
President and General Manager.

The Issues of the Campaign

The national campaign for the election of the president of the United States for the next four years, a large number of senators and representatives, and various state and county officers, will be held on November 5 next. The campaign thus far has been a much less disturber of business than any previous one in the history of the country. As a matter of fact, the business public has really gone on doing business regardless of what might be the outcome of the general election, and there has been a remarkable freedom from hesitancy in purchase or general investment incident to the campaign.

The general indifference to result on the part of the average individual is remarkable, and there has been comparatively so little discussion of the platforms of the three leading candidates for the presidency as to warrant the belief that there is almost a paucity of knowledge on the part of the average man on the subject.

HARDWOOD RECORD has no desire to take any sides in the issues of this campaign, or to boost or deprecate the election of any particular candidate, but perhaps it may be pertinent to reproduce in this connection a brief analysis just published by William De Witt Hyde, president of Bowdoin College, in which he epitomizes both the personnel of the various candidates and what each one stands for as recited in the various platforms:

CANDIDATES

Shall we have for president a judge?
Or a scholar?
Or a prophet?

Shall we have for vice-president a reactionary?
Or a moderate?
Or a reformer?

TERM OF OFFICE

Shall we have two terms, with the first a steam roller for the second?

Or, more fearful of evil than hopeful of good, a single term?

Or as many terms as the people's need of leadership demands?

THE TARIFF

Shall we have a tariff which forces the consumer to pay on whatever manufacturers see fit to produce the difference in cost of production here and abroad, approximated by a scientific tariff board; plus a reasonable profit determined by the manufacturers themselves?

Or a tariff reduced steadily downwards towards a system of just charges rather than governmental patronage, beginning with the schedules which have most obviously been used to kill competition and keep prices here above prices of the same articles sold abroad?

Or shall we have a tariff recommended by a tariff commission with power to inquire into costs of production, conditions of labor and wages, and cost of protection to the consumer; administered with an eye to the workman's pay envelope as well as to the employer's pocket; and with the presumption in favor of the consuming public wherever cost to consumer exceeds benefit to the producing class?

CONTROL OF CORPORATIONS

Shall we have attempted restoration of competition by enforcement of existing and supplementary law; with possibly a trade commission of very limited authority, and voluntary incorporation under a federal incorporation law?

Or shall we rely largely on state remedies for national evils, enforced by vigorous prosecutions under existing and supplementary federal law; and valution, supervision, and rate regulations of railways, express companies, telegraph and telephone lines by the Interstate Commerce Commission; with prohibition from engaging in business which brings them into competition with their shippers and patrons, and from overissue of stocks and bonds?

Or shall we have national regulation of interstate corporations by a strong federal administrative commission, which shall maintain permanent active supervision to enforce complete publicity of such corporate transactions as are of public interest, and prevent unfair competition, false capitalization, special privileges, swindling prospectuses, with a view to security of investment and equality of opportunity for all; and, where necessary, regulatory control over the conditions that create or determine monopoly prices?

LABOR

Shall we regard the hard conditions of labor as mainly inevitable results of natural and moral causes; their substantial improvement by legislation a "Socialistic dream"; waiting for

remedies to filter down through the employers' prosperity or work out through agencies and laws already provided?

Or shall we recognize that we are in a new age, where life is hard and opportunity embarrassed because privilege and private advantage have interlaced their subtle threads throughout our present law; create a department of labor; provide employes' compensation; limit injunctions in labor disputes to cases in which they would be issued if no industrial dispute were involved; and uphold the right of wage earners to organize to improve wages and conditions of labor?

Or shall the government directly protect the worker from accident, occupational disease, child labor, and labor of women at night; provide minimum safety and health standards, a minimum wage for women, and a living wage in all industrial operations; one day of rest in seven for all workers and an eight-hour shift in continuous industries; all under the control of a Department of Labor with a seat in the cabinet?

THE CONSTITUTION AND THE COURTS

Shall the constitution and the courts and the self-imposed limitations they embody be left as they are; and the complete independence of judges be maintained; with simpler methods of removing derelict judges and reform of judicial procedure?

Or shall we have substantially the same things with a tendency toward states' rights in their interpretation?

Or shall there be easier and more expeditious methods of amending the constitution; more effective national jurisdiction over those problems which have expanded beyond the reach of the individual states; restriction of courts as to leave the people ultimate authority on questions of social welfare; recall, after due deliberation and review by the United States Supreme Court, of decisions on certain constitutional questions?

THE MACHINERY OF ELECTIONS

Shall we have the old system, modified by publicity of contributions and prohibition of contributions from corporations?

Or publicity before as well as after elections; prohibition of contributions beyond a reasonable maximum from individuals as well as from corporations; presidential primaries and direct election of United States senators?

Or strict limitation of campaign contributions and expenditures, with detailed publicity before and after primaries and elections; registration of lobbyists; publicity of committee hearings, and a record of all votes in committee; prohibition of federal appointees from holding office or taking part in political conventions; direct election of United States senators; direct primaries for nomination of states and national officers; nation-wide preferential primaries for candidates for the presidency; with the initiative, referendum, and recall as a last resort in rare and extreme cases where otherwise the people would be misrepresented; and equal suffrage for men and women?

Of course, the platforms and speeches of candidates contain other topics—civil service, pensions, parcels post, navy, merchant marine, conservation, internal improvements, health, immigration, the Philippines, banking and currency reform; but on these points the promises of the parties are so nearly alike, or else so indefinite, as to present no clear-cut issues.

The election will turn on the candidates, the term of office, and the five great issues—the tariff, the control of corporations, labor, the constitution and the courts, and the machinery of elections. In most general terms, the single issue is—whether we shall have mainly the old things in the old ways.

Or most of the old things and the few new things the old ways slowly and slightly changed permit.

Or several new things in the new ways that are necessary to secure them.

Test of Workmen's Compensation Law

The Illinois Manufacturers' Association commenced suit on September 23 in the circuit court of Cook county to test the constitutionality of the Workmen's Compensation Act. It is believed that the hearing in this case will be completed in October so that an appeal may be taken to the Supreme court at its December term by the defeated party. Technically, the purpose of this bill is to enjoin State's Attorney Wayman from enforcing the penal clause of the law against manufacturers who refuse to follow its provisions and pay the compensation required, and who have not filed notice of their intention to remain outside the act. In this way it is expected that the whole question of this act can be determined sooner and to much more effect than if the ordinary cause were pursued of waiting until a law case arose, involving the injury of a workman under the act. The attack on the constitutionality of the law is made on three principal grounds. First, that the act forces the employer to pay compensation where he is not technically involved, and to an employe who may have been injured by reason of his own negligence. Second, it is contended that the act is an illegal restriction on the rights of the employer and employe to enter into contracts between themselves. Third, that, contrary to the constitution of Illinois, the bill for this act, with all its amendments, was not printed before its final passage.

Hardwood Stocks Low

A general investigation of hardwood conditions by the Hardwood Manufacturers' Association of the United States resulted in the publication of a summary by it, about the end of last month, in which the conditions as found were set forth in a concise manner.

The report maintains that never in the last twenty-five years has there been less No. 1 common or better in ash, oak, elm, hickory, chestnut, maple and red gum. For the same period there is no record of any lower stocks of No. 2 common and poorer in beech, birch, poplar, basswood, buckeye and sap gum; in fact, No. 3 common grades are practically non-existent in these woods and in one or two of them No. 4 common has been taken up entirely.

The demand for cottonwood has been an exceptionally bright spot on the market, and reports from the manufacturers of this class of stock indicate that there is a continued large demand for all grades of their lumber.

Thick ash is another extremely scarce stock, while chestnut, which has been a weak item for the last five years, shows a slight degree of strength.

Panama Dues and British Shipping

The Panama canal bill which recently became a statute has called for such a varied expression of opinion that it is most difficult to arrive at an exact understanding of whether or not it is actually an encroachment upon the rights of foreign countries shipping through the canal. Opinions are constantly being either solicited, or offered without solicitation, some of which contain good logic, while others are based upon mere personal prejudice, one way or the other.

A British lumber journal, in a recent issue, publishes a letter from a Scotchman interested in prospective trading in the canal, who owns both English and American ships. Using his figures as they apply to the lumber business as a criterion from which to judge the possible effect of the free toll clause on other shipments, it would not appear that this clause will have any disastrous effect upon foreign commerce.

The gentleman in question bases his argument upon equal value of timber in British Columbia and Puget Sound, which would mean that the only questions for consideration in shipping lumber from those two points would be those of transportation, tolls and duty. The writer uses for his argument an example of a 9,000 ton tramp steamer which would cost to build about $360,000 more in America than in England. Considering again that American labor is much more expensive than British labor, it would cost annually about $17,000 more to operate an American than a British steamer. To this must be added the insurance, interest and depreciation on the excess cost of American construction and operation, which would amount to about $55,000. The interest charge against the American ship for one voyage then is a round sum of about $19,000 for the trip from British Columbia to eastern ports. Further, considering that the vessel would carry four million superficial feet, freight charge of about $30,000 must be made on this basis, and therefore the total cost to the charterer, if the merchandise is carried on an American steamer, would be about $48,000. On the other hand, allowing the British steamer the same rate and superficial feet, allowing $1.00 per net ton canal tolls, and an import duty of $1.25 per thousand superficial feet, the British charge would be approximately $39,000. Thus these figures would indicate a difference in favor of carrying cargo on British ships of about $10,000. These figures may, like many others, work better on paper than in practice, but they are worthy of consideration.

Pert, Pertinent and Impertinent

People who know it all usually have a lot to learn.

Alimony is the post-graduate fee in the course of love.

A mule may be all right as a riding animal, but he doesn't look it.

The pull that keeps a man out of jail will not yank him into heaven.

It is difficult to convince a self-made man that he has cheated himself.

Some men never quarrel with their wives because it costs too much to make up.

One might argue that the naughty fish that bite on Sunday deserve to be caught.

Many a man is credited with good judgment who is merely a fool for luck.

If men and women thought twice before marrying there would be fewer divorces.

And the more a woman runs after a man the more he would probably run after her if she didn't.

Every time an egotistical bachelor shows up in society he imagines that nearly all the pretty young matrons regret their haste.

We all have troubles and burdens to bear, but smiles help us to bear them, while brooding adds to our burdens.

Do the best you can. Help what you can, and what you can't help learn to endure philosophically.

Throw rocks at the world and the world will throw back rocks at you.

THE KING OF HARDWOODS



A man who wears side whiskers is either a philanthropist or a four-flusher.

The man who loves his wife, his children, his friends, who smiles and is kind will make a good angel when the time comes.

Every great business started in a basement or a garret.

When a woman really has more sense than a man she uses some of the sense to conceal the fact from him.

The remark of a fool often discounts the unspoken thoughts of a wise man.

Sorrow ever knocks at our door, but if Joy is playing the fiddle she won't come in.

The poor man dances the double shuffle, glad he is alive. The rich man has the rheumatism because he doesn't exercise.

"Is your wife entertaining this season," asked Grizzly Pete. "Not very," growled Webb Grubb.

A malicious truth may do more harm than an innocent lie.

When a woman doesn't have her say it is because she is dumb.

The less a man has to fuss about the easier it is for him to grumble.

It is far easier to accumulate a past than to use it in your business.

Hard luck is a machine for testing your friends; it separates the wheat from the chaff.

If you would criticise your boss get fully a mile away from everybody, then whisper to yourself

Back on His Job

This Story Is Always Good

The young man was convalescing from typhoid fever, and was very hungry. The doctor promised him that he should have something to eat on the following day. The patient knew he would not be allowed to eat all he would like to, but hoped for a plate of good, steaming food.

The next day when the nurse brought in a spoonful of tapioca pudding, she said:

"Here is your dinner. The doctor says that everything else you do must be in the same proportion."

Shortly after the nurse had a call from the sick-room of the young man.

"Nurse," he said, "I want something to read. Won't you please bring me a postage stamp?"—Harper's Bazar.

An Artful Approach

"Son, why don't you play circus? It's great fun. First you make a sawdust ring."

"Where'll I get any sawdust, dad?"

"Here's the saw. Just saw some of that cord wood into stove lengths. You can have all the sawdust you make."—Louisville Courier-Journal.

Life Eternal

"The elm lives for 200 years, the linden for 300, the oak lives for 500 years—"

"And the chestnut," interrupted the other half of the sketch, "lives forever."—Kansas City Journal.

Literally True

Father—"My daughter tells me you have all kinds of money."

Suitor—"Yes, sir."

Father—"May I ask what your business is?"

Suitor—"I'm a coin collector."—Judge.



Utilization of Hardwoods



ARTICLE SIXTY-TWO

THE MANUFACTURE OF WOODEN PIPE

The aggregate length of wooden pipe doing service in this country exceeds two thousand miles. The business of manufacturing it is not new. Neither is its use restricted to any geographical region of the country, nor is the material drawn exclusively from any one class of woods. Such pipe is in use from New England to California, and it is manufactured in many places and of numerous woods. There are various patterns and many methods of making it. The sizes are many and the uses to which it is put are more. Its manufacture constitutes a rather important industry, though the factories which produce it are widely scattered.

Wooden pipe has been made in this country during such a long period that the beginning is lost among the unrecorded activities of early New England and New York. It was the first sewer pipe and water mains the people had. One of the first important events in its history seemed to be the ringing of its death knell in 1805 when the discovery was made that iron pipe could take the place of wood as water mains. It turned out, however, that the event did not prove to be the death knell of wooden pipe. More is in use in this country now than when the first piece of iron pipe was laid.

That important event occurred in Philadelphia. It is said to have been the first iron water main in the world. At any rate, London had none at that time. The Romans, with all their elaborate systems of municipal water works, never had iron pipes, but they used miles of lead pipe, some of it large enough for a man to crawl through.

The early wooden pipes were all bored. Augers which were usually two and a half inches in diameter, and with shanks ten feet long, were the only tools, except an ax for cutting the logs in the forest. Trunks of about the proper size were selected, and many of them went into the mains with the bark still on and the knots trimmed none too closely. They were eight to ten feet long.

The boring was hand done, and by main strength. It was a slow, laborious process. Half an hour was required for boring a hole lengthwise through an eight-foot log. The boring of a few logs was no serious matter, but to make enough pipe in that way to equip the water works of a city was a large undertaking. It is said that Detroit, Mich., had 200 miles of hand bored pipe in the ground at one time. Various other towns in Michigan, New York, Pennsylvania and eastward were large users during long periods, and no man came to the front with a machine to bore the logs, until comparatively recent times. It took four thousand years to invent a sawmill to be run by water, after the practical application of water power for pumping purposes was discovered. It looked as if it might take that long to invent as simple a thing as a boring machine, but finally the discovery was made.

For a good while the auger itself underwent little improvement. It was operated by machinery, but it wasted all the wood it cut from the log. That, however, was not a matter of concern at first, for trees were plentiful, and the waste cuttings of the auger were not seriously considered. The principal waste was due to the fact that only logs of a certain size could be used. If a large pipe was wanted, a large hole was bored through a large log.

In 1860 an auger was invented by A. Wyckoff of Elmira, N. Y., which changed the method of making wooden pipe. The machine cut out a core instead of removing the log's interior as chips and shavings, as old style augers had done. The largest machine removed a core seventeen inches in diameter. The largest pipe, therefore, had a bore of seventeen inches, but pipes that large were not often made. The first core taken out was bored again, making a pipe of thirteen-inch size. A third core of nine inches was cut out, and a fourth of five inches. The last core was too small to be bored again. These sizes were not always made. The largest was seldom used, and many smaller than five inches were made. It was found desirable to make the shell of the pipe two inches or more in thickness.

Pipes of that kind are much used now. The old style hollow log was not reinforced with metal bands. It was made large enough to stand the pressure; but the two-inch shell of the pipe which came in later was not strong enough where the pressure was high, and it was reinforced with bands of brass or iron. After it was thus banded it was coated on the outside with tar and other mixtures, boiling hot. The purpose was to keep dampness away from the metal rather than to protect the wood. When the bands were exposed to air and water they quickly oxidized, and the pipe was liable to split under the pressure of the water within. The banded pipe was supposed to stand a pressure of 150 or 200 pounds per square inch of inner surface. If the pressure exceeds this the pipe may split without breaking the bands, and close again when the excessive pressure is relieved. This has been known to occur in water mains when the sudden stopping of the flow from a hydrant has caused a ram. Few pipes, even of iron, can successfully resist under such circumstances.

It is remarkable that wooden pipe of that kind will resist freezing which is sufficient to burst iron pipe. It is not because the wooden pipe is stronger, but it yields to the pressure and allows the expansion of the ice within.

Pipe made of staves and banded with metal or wrapped with wire is now much used in this country. It is manufactured in sizes impossible with bored pipe. Lines miles in length are in some instances from five to seven feet in diameter. Such are used in irrigation works and as outfall sewers, and for other industrial purposes. Those of small and medium sizes are factory made, the same as the bored pipe, but the large ones are built in place, the staves having been made by pattern in the factory.

Aside from irrigation, water systems and sewering, wooden pipes have a wide range of uses. Large steam plants employ the pipe for insulation purposes, it being a poor conductor of heat.

It is extensively employed in mining operations, both in carrying water to mines and in leading the waste away. The discharge from mines is nearly always strong in sulphur and other minerals. Some of these produce effects so injurious when in contact with iron that pipes of that metal are quickly rendered useless. The effect on wood is small or negligible.

Glue factories frequently carry their liquids in wooden pipes from vat to vat and from building to building. The same is true of breweries and distilleries. Wood imparts little stain or taste to liquids which flow through the pipes, while iron may be injurious. Bleacheries use dyes and chemicals which must be kept free from iron rust, and wooden pipes often lead the materials into and from the various vats and tanks.

Pulp mills use wooden pipes for a similar reason. Certain chemicals speedily destroy metal, and the life of an iron pipe in some localities is too short to make the use of the metal profitable.

Fish hatcheries want water kept pure and some of them accomplish that purpose by leading the water through wood.

The brine at salt works is kept free from the stain of iron rust by conducting the liquid through wooden pipes.

Experience has shown that an iron pipe will carry less water than one of wood, when size and pressure are the same. It is because the friction of the flowing water is greater along the iron than the wooden surface. This is true when both pipes are new, and the difference in flow increases with age. The discharge through the iron pipe decreases, but it increases through the wood. The reason is evident. The longer time iron is used, the more it corrodes, the rougher the inner surface becomes and the smaller the opening. The effect of use is the opposite for the wooden pipe. The bore enlarges by wear,

and the surface becomes smoother, thereby decreasing friction and increasing the flow of the liquid. A difference as high as twenty per cent in favor of wood has been measured.

The flow of water through a wooden pipe preserves it from decay, provided the pipe is kept full and the water under some pressure. Experience has repeatedly shown this. Woods which ordinarily decay quickly in damp localities, give good service as water pipes. The red alder of the Pacific coast rots so speedily when exposed on the ground, in damp woods, that a log will be absolutely worthless in a few months. Yet it will last years in active service as a water pipe. Basswood and sycamore are both quick-decaying species when exposed to dampness, but when made into pipe they last a long time. Other woods show similar results.

The wood is preserved by being kept constantly saturated with water. The pressure in the pipe forces the fluid into the cells of the wood. Fungus, which is the cause of decay, cannot force an entrance into the wood tissues under such circumstances.

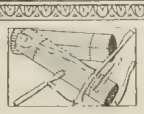
Instances are known of large pipes which were kept only partly full of water. The lower part was wet, but the part above the level of the flowing water within was only moderately damp. The upper part rotted, while the lower part remained sound.

The amount of water which will seep through the pores of wood, when the shell of the pipe is two inches or more in thickness, is surprising. Engineers who plan irrigation projects in which large pipes carry the water, must make allowance for wastage which cannot be seen. Water constantly evaporates from the surface of pipe where it is exposed to the air. In long lines in which large pipe is used, the waste by seepage may amount to half a pint a day for every square foot of inner surface of pipe.

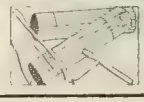
Attempts have been made to stop this leakage by painting the inner surface of the pipe with water-proof preparations. It has not been found difficult to stop the seepage, but the consequences are fatal to the pipe. As soon as the inner surface is painted, the pipe begins to dry, and when it reaches a state of moderate dampness, decay sets in. This furnishes additional evidence that the presence of large quantities of water in wood acts as a preservative.

The maker of wooden pipe has nearly as wide a range of material to choose from as the manufacturer of most other wooden commodities. Except that the wood must be sound, there appear to be no restrictions on the kinds which may be used. Hardwoods and softwoods serve alike, but the latter have been more extensively employed because they are easier to work, and the trunks are of shapes and sizes which lend themselves more readily to the purpose. Among the species listed in the industry are white pine, jack pine, tamarack, red cedar, northern white cedar, southern white cedar, scrub pine, longleaf pine, cypress, western white pine, Douglas fir, redwood, red alder, white alder, basswood, yellow poplar, cucumber tree, sycamore, cottonwood, ash, chestnut, and river birch.

The wooden pump is closely related to the wooden pipe of the bored pattern. The stock is selected as free from defects as possible, and is bored through the center from end to end. The length is seldom less than twenty feet, while a joint of pipe is not often that long. The wood for pumps is selected with care, and the range of species from which to make choice is not large. Yellow poplar, basswood and cucumber are the most important, and the first is employed oftener than the others.



The Handle Trade



STICK TO SPECIFICATIONS

When a firm contracts to buy or sell a certain amount of anything, be it lumber or handles, it is usually specified just what it shall be. It is supposed to be to the firm's interest to see that the specifications are lived up to, and yet it is surprising how often these are neglected, sometimes no attention being paid to them at all. A well-known handle manufacturer buys a great deal of lumber for his handles, and as every handle man knows, it takes a certain size of lumber or squares to turn out a certain sized handle. Not long ago he received a sample bundle of squares from a lumber firm with prices, delivered to his mill. They were all nice maple squares, well made, correct size, and dry. A car of these was ordered to be shipped exactly like samples. In due time the car arrived and on opening it up, it was seen that the stock were nothing like the sample, and the firm was so notified. It insisted that the car be unloaded and the stock inspected as there could be only very few squares that were not up to specifications. The specifications called for squares 1 1/16"x1 1/16". In sorting this car, a gage set to one inch was used, and out of the forty thousand squares in this car, only six thousand were found up to size.

What would you do with a case of this kind? The handle man can use the six thousand, and can possibly get something out of half of the remainder, but not near what he would get for regular handles. The rest of the car is merely edgings, some not over one-half inch thick. Why will firms do such things? It is almost unbelievable. The handle man referred to wants all of this kind of stock he can get, and is willing to give a price for it that will well pay the millman for getting it out but the stock must be made right. Suppose he sold a broom maker a car of extra No. 1 parlor handles and when he loaded it, put in only a few thousand of this grade and made up the rest of the car with low grades. Would he get any more of his trade? I should say not. He would have to take back the car he had sent and might have to pay some damages besides.

HANDLE TRADE CONDITIONS

As every one connected with the broom handle trade knows, the fall trade depends a great deal on the incoming broom corn crop. This is a crop on which it is very hard to get a correct line at any time. At the present writing broom corn is being harvested in the western states and some little of it is coming into market; most of the growers, however, seem to be holding their crop for higher prices. Some corn has been bought with prices ranging from $60 per ton up to $100, depending on the quality. The continued wet weather all summer caused the brush to have a bad appearance, it is claimed, and this will be used to keep the price at as low a level as possible.

This condition of affairs is keeping the broom men on edge and they are not buying any more stock of any kind than they have to. Many of them will lay in a large stock of corn if the price goes to where they think it will pay them to invest. In that case they will buy handles only for present needs; but if they thought the price of corn would remain steady, most of them would stock up on handles. There is no doubt in any one's mind that the price of broom handles will advance at least ten per cent on all grades the first of the year, and some grades—the extra No. 1 Misses in particular—will advance fifteen per cent. This is in order to keep pace with the increasing cost of production. Lumber is costing more every year, labor keeps advancing all the time, and even the little supplies are on the upward climb, and handles will have to come to it also.

Owing to the fact that many owners of timberland have been compelled to cut their timber too early, because of taxation, news comes from Harrisburg that bills for the establishment of auxiliary forest reserves under supervision of the State Forestry Department have been discussed at a conference on forestry, conservation and timberland. Laws have been drafted after a careful study of timber taxation laws of the other states, and will be presented to the next session of the legislature by the State Forestry Department.



The Electric Power Game



There are a great many people connected with the hardwood industry who can afford to consider the question of electric power on a commercial basis, and it is possible that but few lumbermen are in this business because the idea has not received general consideration. The possibilities lie especially with those millmen in the country who might furnish both light and power in their communities, and thus use up their waste pile in making steam—and money—instead of running a waste burner, at some expense, to keep it out of the way. The electric power game is a good subject for anyone to give some thought to, whether he is a hardwood millman in the country or a furniture manufacturer or other user of hardwood in some city or town, for the electric habit is spreading and is now encompassing more things than have been dreamed of by the layman.

The electric power people in the cities have been making strong bids for the privilege of driving wood-working plants, and many such plants are using electric power today, even though they may have waste enough to make their own steam. If the power requirements are light, the saving in night watchmen, insurance and power plant maintenance amounts to more than the advantages of utilizing waste for fuel, and, besides, the waste can generally be disposed of to some advantage. The electric people are turning to steam turbines to help out, too, and they have reached a point in efficiency that enables them at times to actually figure below a man's own power production with waste for fuel.

One element that is playing strongly into the hands of the power companies in larger cities is the tenement factory building idea—i. e., the building of big structures in the heart of towns to be occupied by a number of manufacturers. These structures are of fireproof construction and are equipped with heat, light and power appliances. With this advantage the power companies get the support of the smaller power users without much effort, and they are actually securing the business of established plants running as high as 500 horse power. The smaller the power requirement, the better are the chances for the electric man to supply it to the advantage of both, and 500 horse power is about the maximum of power requirement that the writer has found in cases of wood-working institutions discontinuing their own in favor of outside "juice." Some who have their own power and use electric transmission also have outside connection and arrangements to buy power now and then when they are called on, from any cause, to shut down their own power plants.

This opens up the possibility of the millman turning power producer himself. Recently a hardwood millman was talking about the work of one of his plants in a small country town, and mentioned incidentally that it lighted the town. He was asked if it made a profit from this lighting end of the business, and after considering for a while he replied that it did when the mill was run steadily and had plenty of waste for fuel, but that when it had to shut down for a while and then had to rustle for fuel it just about came out even.

The first idea suggesting itself at that statement was that the man had figured unnecessarily low in bidding for the lighting contract. It would seem that any other concern undertaking the same work—an independent power company—would have to rustle for fuel, and that the millman should have figured from a basis that included a charge for fuel equivalent to what some other concern would have to pay for it. This logic, though, is not complete, for the man putting in an electric power plant would likely have figured on and secured enough greater efficiency than the millman, to wipe out this advantage in fuel. In other words, the average sawmill power plant cannot compare with the commercial power plant when it comes to high efficiency, and the millman who would take up the production of power for those about him should first look to his power plant, studying the design of commercial plants, and add to his own every practical point that promises to help. With a more efficient plant he can have more power for the same fuel, and often get a profit, where with the average sawmill equipment he would only be breaking even. This would put him in line to compete successfully against any independent power proposition that involved buying fuel.

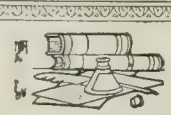
Lighting the town is only the beginning of even the domestic requirements for electricity now. Electric power is becoming a great factor in the home in the country town; it has no gas competition for heating irons and for cooking, and it should be more satisfactory than the gasoline engine for running the pumps so widely used for the individual water system. In fact, the application of electric power is everywhere spreading out into new fields. The big power companies in the cities are encouraging the use of electric trucks as well as autos, and are getting people into the habit of charging them at home and buying current for this just as they do for lights and other home needs. If this works out as they hope it will in the larger cities, it is only a matter of time until it will find its way into the country towns; and the more active the country spirit is, the shorter will be that time.

This is the place where the millman may often take a hand to advantage; he may get into the electric power business and make something out of it as well as out of his lumber. It will help him out in his own business in many ways. It is an idea worth thinking about and looking into, not in a slipshod or haphazard way, but deeply and thoroughly, bearing in mind the methods of the big power concerns as examples.

J. C. T.



Spring and Summer Wood



The terms spring wood and summer wood have been used more by wood technologists than by lumbermen and the consumers of lumber; yet all persons familiar with the appearance and character of wood know the difference between the two. They may not know the names, but they are acquainted with the two kinds of wood.

As the names imply, the spring wood is the growth in the first part of the season, the summer wood is the later seasoned growth. The trunk of a tree is made up of rings which are usually so distinct that they can be seen at a glance. Take white oak as a familiar example. Few species show the rings more clearly Their boundaries are distinct. One ring ends sharply where another begins.

The ring as a whole represents the growth of one year. That fact is well understood by all persons in any way familiar with trees or lumber. The ring is produced by the growth of about six months, in the climate of the United States. The growing season is a little longer in the extreme South and a little shorter in the North; but in all parts of this country there is a definite growing season and a season of rest.

In April or May, in the principal hardwood regions of the United States, the tree begins to grow. A thin layer of wood, very soft and colorless at first, forms under the bark. The increase is quite rapid during the first weeks of warm weather, but as the season advances, the growth becomes slower, and in August or September it ceases. The tree's yearly ring is completed in six months, a little more or less.

Take the sample of oak referred to and examine the ring carefully. The unaided eye can at once detect a difference in the appearance of the first part and the second part—the inner and outer halves—of the ring; but a magnifying glass, such as can be carried in the pocket, will greatly assist in the examination. The ring is made up of wood of two colors. The inner part,

nearest the heart of the tree, is light, the outer part darker. The light in color is the spring wood, the darker is the summer wood.

The naked eye is usually able to detect minute holes in the wood of white oak. They look as though made with the point of a pin. They are in the cross section; that is, the end of the stick. Though they are visible without a lens, it is better to examine them with a glass. A good spectacle lens will answer in the absence of a better one. Thus magnified, the holes, which are called pores, show quite distinctly in white oak. It will be noticed at once that practically all of them are located in the spring wood, which is the inner half of the ring. That part is seen to be a mass of pores. They are almost as numerous as cells in honeycomb. Thus the spring wood of white oak, when moderately magnified, is found to consist of pores, with woody substance intervening. To the naked eye it looks like a light colored band forming the inner half of the ring.

Outside of the porous part the summer wood begins. The unaided eye sees it as a dark band. The lens shows that pores are lacking. It seems to be solid wood. It is true that it contains pores, but they are very small. It should be borne in mind, however, that the bands of spring and summer wood which compose the annual ring are distinguished primarily by their difference in color, not by the abundance or scarcity of visible pores. In white oak, and in most of the other oaks, it happens that the light colored spring wood contains most of the pores, but that rule does not hold for all woods. The dark color is an inherent quality, and it exists without much regard to the arrangement of pores. In fact, it is characteristic of soft woods as well as hardwoods, and the former have no pores.

The question will naturally be asked, "Is the study of spring and summer wood of any practical advantage to the busy wood worker, or is it a fad which is interesting only because it is curious?"

It is of practical advantage. The proportion between the spring and summer wood determines, to a large degree, the strength of timber. Summer wood is strong, spring wood weak. The former is heavy, the latter light. The comparative quantity of the two kinds determines the color of the wood to a considerable degree, but it does not do it absolutely. If there is a large proportionate amount of dark summer wood, the general tone of the lumber will be dark; while much light-colored spring wood gives a light color to the lumber.

White oak contains wide bands of dense, strong, dark-colored summer wood, hence the timber is heavy, strong and dark. Compare it for strength, color and weight with white pine and spruce, which contain comparatively little summer wood, or with basswood, cottonwood and buckeye, and a good idea can be had of the practical part performed by spring and summer wood in wood-using industries. White oak's chief value is in its strength and beauty. As already stated, the strength is in the summer wood; but the element of beauty is valuable also, and white oak has it.

It is the contrast between the different colors appearing in a piece of white oak which makes it valuable for furniture making, cabinet work and interior house finish. The contrast is due largly but not wholly to the arrangement of the two colors of wood in the annual rings. The medullary rays produce the bright silvery or golden patches brought out by quarter-sawing. They have nothing to do with the spring and summer wood, except that they occur alike. They will not be further considered here. Aside from the medullary rays, oak has a pleasing figure. It is made up of light and dark bands, at times very prominent, and again obscure. They are the principal beauty of oak which has not been quarter-sawed. The figure is produced by the rings of growth, and the rings are visible because of the contrast between the light and dark colored woods which they contain.

White oak has been taken as an example because the two kinds of wood are strongly contrasted in its annual rings. There are, however, other species in which the contrast is nearly or quite as pronounced. Among these are ash, sassafras, hickory and chestnut as well as most of the other oaks. The southern yellow pines also exhibit the contrast in a high degree.

In these species and in others like them, the summer wood's darker color is prominent when the wood is polished. The finisher understands how to accentuate the contrast by the use of "fillers." These are stains which are rubbed into the wood. It frequently happens that the spring wood is very porous while the summer growth is dense. By rubbing stains into the porous wood it may be made darker than the dense summer bands into which the stains do not penetrate readily. By that means the finisher may greatly alter the appearance of a wood. He takes advantage of the difference in the texture of the spring and summer wood to do it. Nature created a contrast there, but the workman may add to, take from and otherwise change it.

The person who takes up the study of the arrangement of the spring and summer woods in different species will find a good many surprises. He will do well to begin with oak for the contrast is strong there. Before the examination has gone far it will be discovered that the annual rings would be invisible but for the contrast between spring and summer wood. The contrast is all there is to distinguish one annual ring from another. Take some tropical wood where there is no change from spring to summer, or from summer to autumn, and the yearly rings are invisible.

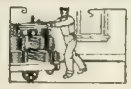
Some woods do nearly all their growing early in the season, and the band of summer wood is very narrow. It may resemble a line no wider than a mark by a sharp-pointed pencil. In others the change from early to late growth is so gradual that no precise point can be selected for the ending of spring wood and the beginning of the summer growth. Cottonwood, white pine, dogwood and many others are of this kind. The annual ring is none the less clearly delimited by the sharp contrast—a fine, dark line in many cases, where the summer wood of one year meets the spring wood of the year following. Maple and spruce belong in this class. The wood in them which is actually dark in color forms a band so narrow that it resembles a hair line. The contrast between a wood like that and white oak, sassafras, ash, locust, catalpa and walnut is very marked. The dark summer wood band of one may be twenty times as broad as of another.

Some woods are naturally so dark in all parts, except the sap, that it might seem that contrast between early and late seasoned growths would be lost. Such is not the case. The divisions separating the annual rings are very sharp, but they are often mere lines, with little breadth. The line, however, what there is of it, is dark summer wood. Among species which exhibit that arrangement are apple and pear, the redwood and the "big tree" of California, black cherry, manzanita and many more.

The practical wood-worker has learned by experience how to bring out the best points in the wood with which he is familiar. He knows how to develop contrasts to enhance beauty. He does it largely by selecting species whose spring and summer woods suit his purpose. The field is not yet fully covered. New species are coming into use. Formerly a couple dozen species constituted the wood-worker's stock in trade. Now a hundred will not complete the list.

When a workman begins to experiment with a new wood, or when an apprentice takes up the work to learn it, it is a great help to know as much as possible about the material. The study of the construction of the annual ring is a good place to begin. Therein lie the wood's color, hardness, strength and weight, and a great deal can be found out by observation before actual experiments in the use of the wood begin. A pocket lens, costing from twenty-five cents to a dollar, will go a long way toward supplying the needed apparatus. It will give a preliminary insight into the structure of wood which can be constantly turned to practical account.

The Interstate Commerce Commission will hear the case of the Michigan Hardwood Manufacturers' Association against the Trans-Continental Freight Bureau in Chicago on January 8. This hearing is the culmination of protracted efforts on the part of the Michigan hardwood trade to obtain an equitable adjustment of rates to the Pacific coast.



A Near-Dimension Stock Incident



A sawmill was cutting veneer flitches whenever suitable timber was secured, and was making some quartered oak lumber as an incident thereto. Sometimes when the grain was not running straight the sawyer would have one end of a flitch blocked out considerably in edging to get straighter grain in the veneer, and this would make a tapering, triangular piece. Often in the final running of a flitch the sawyer would chalk it for cross cutting, maybe two or three feet from one end, and at times both ends. Quite a large pile of these ends had accumulated, running in length from two to nearly four feet, in thickness from two to four inches, and in width from six to twelve inches.

"What do you do with those short ends from the flitches?" was asked of the millman.

"I am just wanting to know what to do with them," the millman replied. "When they are four feet or longer I can put them back on the carriage and run them into short lumber, but below four feet they are too short to handle on the mill, and I don't know just what to do with them."

It was then suggested to him that they were good material for making small dimension stock for the furniture trade, but the idea didn't sound good to him because he had never found it was possible to realize a good enough price for such stock to make its manufacture worth while.

The same mill was working out and trimming up the boards and triangular pieces incident to sawing the flitches, and from these there were a lot of edgings and end trimmings that went over to the cross-cut saw and from there down to the woodpile. These and the ends made enough good quartered oak to have started a fair assortment of small dimension stock, and, besides, the process of sawing other oak logs yielded plain oak trimmings that could certainly be used in the same work.

The shorts from the flitches could have been worked into barrel heading by the addition of a special short log mill for that work. But it does not seem good policy to use them for that purpose when there is just as much need for shorts and dimension stock in the furniture trade as there is for heading in the barrel business.

It was enough to make one feel a bit peevish to see those shorts in fine, thick quartered oak, with only a knot here and there to mar the perfection, which could easily be worked out in reducing to small dimensions. When one considers that those needing such thick stock as barber chair arms can get it only by gluing up several thicknesses of one-inch short lumber, the claim that there is nothing in the small dimension stock business seems inconsistent. If there is not it is a fault of the trade some way, somewhere; a lack of getting together and getting at the business as it should be. There is a use for every good piece of oak from the size of a man's finger and a foot long, up, and there certainly should be good use for the thick quartered ends from veneer flitches that range from two to three feet in length. To see stock of this kind going to waste is one of the strongest arguments in favor of having the makers and users of hardwood dimension stock get together and have an understanding, and build up a larger trade in this line of wood products that will benefit both the producer and the user. Good hardwood timber is too valuable to waste in this way, especially since there is a need for all of it and it is merely a matter of getting at that need in the right way.

J. C. T.



What Is Padouk?



Padouk is a name applied to two Indian trees. One is *Pterocarpus dalbergioides*, which is also called Tenasserim mahogany, vermilion wood, or Andaman redwood; the other is *Pterocarpus indicus*, known also as Burmese rosewood and Indian or Philippine mahogany. The latter has a more extensive distribution and is found throughout the East Indies and particularly in the Philippine Islands, where it is called nara.

Pterocarpus dalbergioides is a large and handsome tree and a native chiefly of the Andaman Islands, where it attains immense sizes. Trees of the largest size abound in the forests of British Burma. It often grows to a height of from eighty to one hundred twenty-five feet, with a clear length of from twenty to fifty feet, and a diameter of from three to five feet. Like the true mahogany, the trunk of this tree is frequently much buttressed, especially when growing in damp localities or on low-lying ground. The wood in India is prized beyond all others for a good many purposes and is held in high esteem in England and the United States, where large quantities are consumed for all purposes for which mahogany is generally available. The wood is dark red, often beautifully variegated, grading from deep crimson, through cherry red, dull red, pink and reddish brown to brown. It is very hard, heavy (about sixty pounds per cubic foot), slightly aromatic, somewhat coarse, but very close-grained. It works fairly well and requires about two years to season thoroughly. It does not warp and crack, and takes a very beautiful polish. While the wood is often sold and used in place of true mahogany, it is considerably heavier and has a darker red color, which fades upon exposure to the light and air. True mahogany, on the contrary, becomes darker and more beautiful with age. There should be no difficulty even for the layman to distinguish the true mahogany from the padouk or Tenasserim mahogany by the fact that the latter is heavier and has numerous faint, narrow lines of softer tissue visible under a hand lens on a smooth transverse section of the wood.

The wood of the root is also beautifully variegated, close-grained, and is extensively used in Burma for making expensive furniture and for musical instruments.

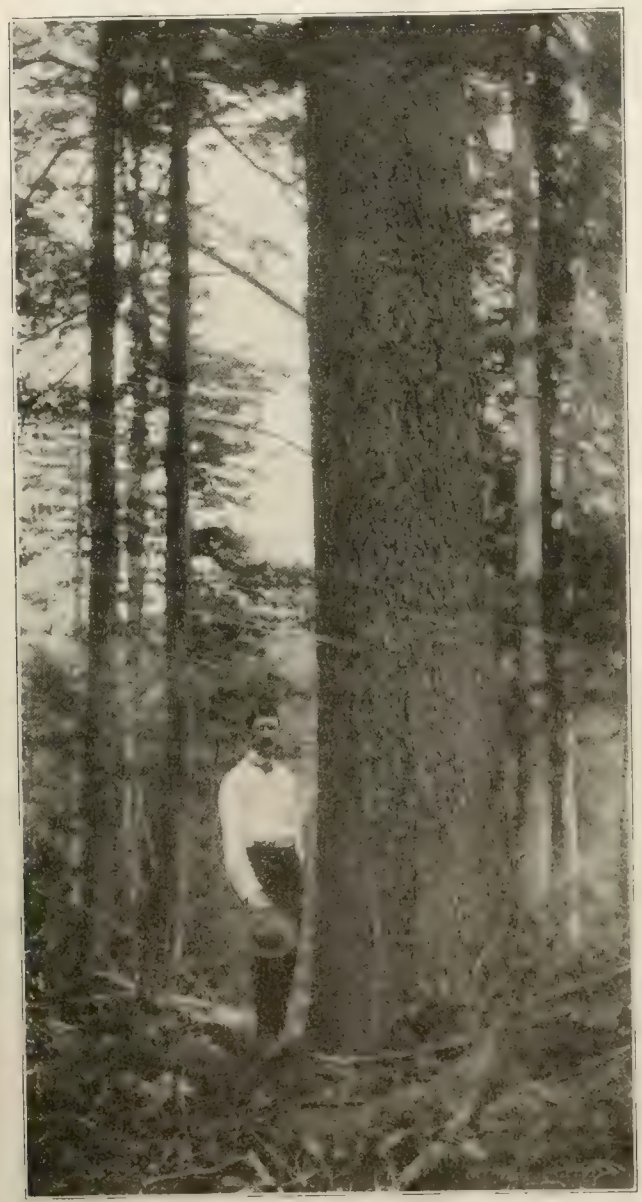
Pterocarpus indicus is a tree which grows principally in the Malay Archipelago, in China, the Moluccas and Philippine Islands, and doubtless is a source of Burma or true padouk. A few writers on Indian woods claim that all of the so-called padouk is produced by *Pterocarpus dalbergioides*, but the best authorities now apply the name Andaman redwood to the latter tree, and the name padouk to *Pterocarpus indicus*. At any rate, it is known that the latter grows in the territory where padouk is exploited, and it is more than likely that both species are cut indiscriminately. *Pterocarpus indicus* is a handsome, fast-growing tree which produces very fine timber. It varies in color from nearly white to deep red, resembling that of Andaman redwood. The tree attains its best development in the Philippine Islands, where the wood is exploited and sometimes sold as Philippine mahogany. Like that of the Andaman redwood, it is very durable and is highly prized as a construction timber. It is employed extensively in the manufacture of all kinds of furniture. Excepting in color, this wood does not differ from that of Andaman redwood.

L. L. D.

About half a million dollars' worth of cork paper is required every year to tip cigarettes. The highest grade is sliced very thin—one-five-hundredth of an inch—and the sheets glued to a thin paper backing. These long ribbons are cut into smaller ones, one-half inch wide, and placed in cigarette tipping machines which have a capacity of sixty thousand cigarettes a day. About fifteen million cigarettes are tipped in the United States daily, or upward of five billion a year. The cork paper required for this purpose would, if spread out, cover about six hundred acres. Efforts are being made to use thin veneers of spruce and other fine-textured woods in place of cork, but with little success, as the material is too stiff.

The Commercial Spruces

Seven species of spruce grow in the United States, all of which are valuable when obtainable in commercial quantities. The spruce lumber in the markets is supplied principally by three species, red, black, and Sitka, with considerable additions from two others, the white and the Engelmann spruces. The blue and the weeping spruces have not yet made important contributions to the country's forest products.



TYPICAL FOREST GROWTH RED SPRUCE

The weeping spruce (*Picea brewerana*) is very local. It grows on the Siskiyou mountains of northern California and southern Oregon.

Blue spruce (*Picea pamyana*) has a wider range, but the quality is not large. It is found in Colorado, Utah and Wyoming, at altitudes of 6,500 to 10,000 feet above sea level. This is often seen in cultivation, and is easily recognized by its blue foliage. Four varieties have been developed by cultivation.

Engelmann spruce (*Picea engelmarmi*) is coming into commercial importance. It is a western mountain tree, also, ranging from British Columbia to Arizona and New Mexico, and growing at altitudes of from 5,000 to 11,500 feet. The best trees are from one hundred to one hundred and fifty feet high and four and five feet in diameter; but the average size is much smaller. One of the objectionable features of lumber cut from this species is the multitude of small knots. Occasionally clear lumber may be had from old trees, and it compares favorably with the best spruce of the country.



TYPICAL FOREST GROWTH BLACK SPRUCE

The commercial spruces are usually considered to be the red, black, white, and Sitka.

White spruce (*Picea canodensis*) is the least important of the four from the lumberman's standpoint, yet its wide range and its ability to endure the bleak climate of the far North, make it a valuable wood. It extends from Labrador to Bering Strait, and is found almost to the shores of the Arctic Ocean. The southern limit of its range passes through Maine, New Hampshire, Vermont, New York, Michigan, Wisconsin, Minnesota, South Dakota, Montana, and British Columbia. Attempts to grow it for ornamental purposes in warm climates generally fail, as it thrives only in cold



RED SPRUCE LANDSCAPE, MT. COLLINS, SEVIER COUNTY, TENNESSEE

regions. The logs go to sawmills in small numbers in the northern tier of states, and the lumber is of good quality. Trees are from forty-five to one hundred and twenty feet in height, and from one to three feet in diameter. The wood is light, soft, compact, and satiny. The sap-wood and heart are hardly distinguishable. The lumber goes to market as black spruce in Canada and northern United States. In Alaska it is sold under its own name. Except in southern Alaska, it is the principal native softwood in that territory. In the United States more white spruce is manufactured into pulp than into lumber.

Sitka spruce (*Picea sitchensis*) ranges from southern Alaska to Mendocino county, California. It is often called tideland spruce from its habit of keeping close to the sea. That is true in the northern part of its range, but in the South it is found farther back. It grows in a belt about fifty miles wide and 1,500 miles long, a slender ribbon along the Pacific coast where the fogs and ocean winds create the moist, warm environment suited to its development. Sitka spruce is the largest spruce in America. Trees are usually one hundred feet high and three or four feet in diameter; but some are fifteen feet in diameter, and two hundred feet high. Its base is swelled by large buttresses, and stumps are often cut high to avoid the enlarged butts. Two or three thousand feet of good lumber may be left in the stump of a single tree.

Sitka spruce lumber is appearing in all the principal eastern markets, and is largely exported to many foreign ports. It is usually known in the market as western spruce. That distinguishes it from the eastern and northeastern species, but not from the Engelmann spruce which is beginning to appear in the markets as a competitor.

Black Spruce (*Picea mariana*) approaches, but does not reach the northern limits of white spruce. It extends from Labrador to Alaska. It passes beyond the southern border of white spruce and forms valuable forests in Michigan, Wisconsin, and Minnesota, as well as in the New England states and in the northern portion of the Appalachain mountain ranges. In the eastern mountains it is not so valuable, being smaller. It is there largely confined to cold, sphagnum swamps. It is not easy to name an average size for this tree, because it varies greatly in different localities. Sometimes the mature black spruce is only twenty or thirty feet high and from six to twelve inches in diameter. In other localities it attains a diameter of three feet and a height of one hundred feet or more.

Red spruce (*Picea rubens*) is the important source of spruce lumber in West Virginia, eastern Tennessee, and North Carolina. It is also found farther north. It is usually a tree from seventy to eighty feet high and from one and a half to three in diameter. It grows as far north as Prince Edward's Island. In cultivation it grows more slowly than any other spruce. Black and red spruce intermingle in parts of these ranges, and they are so nearly alike that botanists have not always been in accord as to the exact separation of the species. It was formerly held by some that black spruce was the prevailing species in the spruce lumber output south of New York; but the latest view now seems to be that red spruce furnishes practically all of the lumber of that region.

The character of spruce wood is much the same, no matter what species it is. There is much more difference in weight, strength, hardness, and color between different trees of the same species, when grown under extreme conditions, than between the woods of different species under normal conditions. The average spruce lumber is therefore, dependable. Whether it comes from the Sitka species that grows in the fogs of Puget Sound, the white spruce on the shore of Lake Superior, the black spruce of northern Maine, or the red species on high mountains in North Carolina, the lumber will sustain the high character of the spruce family.

Pines vary in the weight of wood more than two to one for different species; spruces only about thirty-three per cent. The following weights of spruce per cubic foot are for oven-dry specimens: Red spruce, 28.57; black, 28; Sitka, 26.72; white, 25.25; blue, 23.31; Engelmann, 21.49.

Spruce is usually rated as the strongest for its weight of the commercial woods of this country. In actual strength it surpasses some

which are nearly twice as heavy. Thus, to a certain extent, it is an exception to the general law of timber physics that the strength of woods are proportioned to their dry weight. Builders of aeroplanes in this country and elsewhere select spruce for frames and propellers, because extreme lightness and great strength are demanded. For the same reason it is nearly always used for canoe paddles, and frequently for oars, ladders, flagstaffs, vaulting poles, and decking for light boats.



BLACK SPRUCE LOGS, SHOWING CHARACTERISTIC FORM OF TRUNK

As material for sounding boards of musical instruments, spruce has no equal, not even a competitor. Its extraordinarily high qualities for that exacting use are due to the mechanical structure of the wood. Its fibres are long, even, regular. It is a homogeneous wood, alike in all its parts. The continuity of its fibres is not broken up by bands and streaks of hard and soft, or dense and porous wood. Its finely balanced elements take up and intensify vibrations set in motion by the strings of musical instruments. Age and long use improve the resonant qualities of this extremely responsive and sensitive wood. The spruce which has served for a hundred years in a high class violin is worth more than its weight in gold. Like the finest wines, it grows richer with age.

American spruce supplies the sounding boards of the world's pianos. Spruce has been planted and lumbered in Europe for generations; but when the piano manufacturer on the other side of the water wants the best material on earth for sounding boards, he sends to America for it and he buys the Sitka, the red, the black, or the white. They are all alike in one



LARGE SITKA SPRUCE TREE AND STUMP, OREGON

particular, that they produce sounding boards as nearly perfect as have ever been fashioned by man. It equips the whole stringed band with sounding boards, zithers, harps, mandolins, or guitars. Its scope is not entirely encompassed even then, but it magnifies the deepest tones of large organs when used as pipes in those instruments.

Spruce ordinarily has no figure. Nobody buys it for its variety of shade and tint, or for bird's-eye effect, or curly design, or feather grain. It is the plainest wood in the world, and that is exactly wherein one of its chief values as lumber lies. It affords a perpetual example of how a wood can be plain without a suggestion of dullness and monotony. It is uniform in color, clean in appearance, pleasing in its plainness, in good taste, and always reliable. Door makers buy it for this reason, and it is widely used for frames, and interior finish, where a wood that will hold its shape is wanted. Immense quantities are used in box making. The white color recommends it for that use, because it shows clearly the printing and stenciling which shippers place on their boxes. It is a clean wood, and imparts no stain or odor to the contents of boxes. For the same reason it is employed in some kinds of cooperage, such as butter tubs, churns, and other receptacles for food products. The list of its uses is long and varied, and shows how wide the demand is. It goes to foreign countries from both the Atlantic and Pacific coasts, and the domestic trade reaches every important market in this country. It is a wood which has a place of its own, and it is not generally regarded as a competitor of others, or as gaining its ground by crowding other woods out.

Japanese Oak Abroad

Oak lumber has always been more conspicuous as a standard for boat and house building and interior finish purposes in England probably than any other species of wood. Historical references to ship and house construction would tend to convey the impression that oak was practically the only wood considered in building houses for the old inhabitants of the islands, and the ships in which they have navigated the seas. The Timber News of Liverpool says that formerly the supply of oak was secured entirely on the islands themselves, but of late years the United Kingdom has been forced to draw its supply from Austria and Russia, where a very suitable substitute for the English oak is found. The latest arrival in the British local market is Japanese oak, which has gained considerable favor there by reason of its qualities, and which is destined to be an important timber species of the islands.

The American oak is not considered as an active competitor of the old English and Austrian oaks on account of the fact that they are considered only in connection with the highest class of wainscoting and paneling work, and it is pretty generally considered that their character and figure render them peculiarly suited to this line of manufacture.

The real reason for the shipment of Japanese oak on the British soil is the unusual increase in the value of Austrian and Russian products. The cost of Austrian oak is now about double what it was fifteen years ago.

Japanese oak was first used on the Continent about 1906, but shipments at that time evidently came from inexperienced lumbermen who had not been able or had not taken the trouble to submit the best available samples of their product. As a consequence the character of the first few shipments was poorly considered by Continental and British buyers, and a serious sentiment against Japanese oak sprang up in those markets. However, the good qualities of the wood were recognized by a few experts who maintained the courage of their convictions and continued shipping cargoes to the British market. One concern abroad bought a large steamer cargo of Japanese oak in September of last year. This cargo showed a surprisingly improved grading, and the result was that buyers were enthusiastic over its quality. The reason for this increase in popularity is the better grade obtained by a stricter attention to detail in logging and manufacture.

The wood is now felled at the proper time of the year and every important point of operation is carefully observed in Japan. The felling of the trees in the woods should commence about the middle or end of October, according to the weather. If in September it is still warm, the felling is postponed so as to prevent the sap remaining in the ties and spoiling the color of the wood.

The Japanese oak trees are always found on top of or on the high slopes of hills and mountains. They are felled by hand and after felling are hewn in squares. They are then cut into lengths where the first branch appears. The only reason for squaring the logs is to facilitate hauling them to various railway points.

It has been found that the only feasible time of hauling these logs to transportation is in mid-winter when snow covers the ground. A hard path is beaten in the snow prior to hauling, and the square timbers are then pulled by means of one or two horses twenty or thirty miles to the railroad station. The horses are hooked to them by means of a spike fastened to the end of the log, to which a rope is attached.

The loading onto the steamer is accomplished by means of cooley labor, each cooley being armed with a cant-hook which he uses ruthlessly on the log. As a result there has been considerable protest at the senseless marking which occurs from such handling. There has been some effort made to secure the logs without these holes, but on account of an emphatic protest from the coolies against working without the hooks they continue in use.

When the logs have been inspected they are placed near the shore and when the steamer arrives are thrown into the sea. There are never more logs in the water, however, than can be loaded in a single day. Thus they are submerged only a few hours in the salt water.

A German newspaper, commenting on Japanese oak as compared with the Hungarian or Slavonian oak, says it is of fine growth, mild and of a nice color, which corresponds with the requirements of the western European furniture trade. It is successfully used in bank fittings, cabinet work, and interior decorations, and high-class cabinet work in shipbuilding. The Japanese oak billet shows a large percentage of mottled figure. The mottle has the largest spread across the board and if it is required for center-matching to make a wide panel, it gives an effect hard to find in any other oak. Hence it is particularly well adapted for wainscoting. When finished in the natural color, the adaptability of this wood to staining is easily seen. The quality is mild and soft, with an even texture which is evidenced in the heart side as well as the sap side. The wood, therefore, is worked with ease. There is also a quality to this oak which makes it possible to cut and dry wide boards without any danger of serious cracks. It would seem that Japanese oak has a promising future in the foreign market.

The Japanese oak is finding its way to the Pacific coast of the United States, where its use for cabinet work, furniture, interior finish, and boat building amounts to about 200,000 feet a year. It is often called Siberian oak, and the commercial supply comes from Siberia as well as Japan. The cost of the plain oak when it reaches the Pacific coast factories ranges from $60 to $90 a thousand, while the quarter-sawed is listed at $115. It generally arrives at Portland, Seattle, and San Francisco in the log, and the sawing is done at the factory which uses it.

Some of those inland waterway appropriations have been used to poor advantage as far as the lumber fraternity is concerned.

The public does not care half as much about tariff matters as the politician persuades himself that it does.

There's a buzzing around the furniture factories that sounds like a call for more of both lumber and veneer.

Poor sawing is one form of wasting timber that is preventable, therefore should not be tolerated.

The Fuel Value of Wood

Wood is by far the most widely used fuel. In the country and in the newer or less accessible towns it usually provides the only source of heat. Of the twenty billion cubic feet of forest material consumed annually in this country, fire wood demands one-third and comprises one-fifth of the total valuation. The principles governing the fuel value of wood and the methods of determining it should prove of interest. They are of value, for instance, in determining the relative efficiency and costs of different fuel for home or factory use.

There are various ways of determining the heating or calorific power of wood. One is by burning equal quantities under a boiler and noting the amount of steam produced. While this may seem the most practical method and the one which would naturally first suggest itself, there is always the danger that the results will not prove of general application. For a given problem, however, they give the best satisfaction.

A common laboratory method of determining the calorific power of combustibles consists in burning a very carefully weighed quantity of the substance enclosed in a small metallic vessel which could be immersed in a receptacle containing a weighed quantity of water, suitably protected against radiation by a jacket of non-conducting material. The inner vessel containing the substance to be tested is provided with an inlet tube for the purpose of supplying sufficient quantity of pure oxygen, and an outlet pipe coiled through the water forming an exit for the products of combustion. Ignition is best effected by means of an electric spark. The rise in temperature of the water gives a measure of the heating value of the substance under test since different materials will raise the temperature of the water different amounts, depending on their fuel values. Such an instrument is called a calorimeter.

Heat is measured in units. The British thermal unit (B. T. U.) commonly used in England and this country is the quantity of heat necessary to raise the temperature of one pound of water one degree Fahrenheit. In Europe, where the metric system is in common use, the heat unit is the calorie, and is the quantity of heat necessary to raise the temperature of one kilogram of water one degree centigrade. Thus the caloric is equal to nearly four (3.968) British thermal units.

If the chemical composition of a combustible is known the theoretical calorific power can be computed. In 100 pounds of absolutely dry wood, the composition is approximately as follows:

Carbon	49 pounds
Oxygen	44 pounds
Hydrogen	6 pounds
Ash	1 pound

This holds fairly constant for all species regardless of weight, except as modified by infiltrated substances such as gums, pigments, resins, tannin, etc.

As a result of experiment it is known how many thermal units are evolved for every pound of hydrogen and every pound of carbon consumed. If a substance contained only carbon and hydrogen it would simply be necessary to find the calorific value of each and add together. Wood, however, contains oxygen and it has a greater affinity for the hydrogen than it does for the carbon, so, instead of carbon dioxide (CO_2) being formed, the result is water (H_2O). The combination is in the proportion of 8 to 1 by weight, that is, 8 pounds of oxygen combine with one pound of hydrogen, forming 9 pounds of water. Dividing the quantity of oxygen present by 8 will give the hydrogen necessary to satisfy it, the remainder being left available for fuel.

The amount of water contained in fuel wood is an important consideration since the heat required to evaporate it is lost for other purposes. The water in green wood often makes up half of the total weight, especially in sap-wood. After such wood is thoroughly air-seasoned there would remain about 20 per cent of water. If kiln-dried, from 2 to 5 per cent of water would remain in the wood, and if exposed to the air this would be increased by absorption (hygroscopically) from 10 to 15 per cent, depending upon the humidity.

A hundred weight of wood as sold on the market contains about 25 pounds of water, 74 pounds of wood substance and 1 pound of ashes. These 74 pounds are made up of 37 pounds of carbon, 4.4 pounds of hydrogen and 32 pounds of oxygen. The oxygen combines with the hydrogen as above stated in the proportion of 8 to 1, producing 36 pounds of water and leaving four-tenths of a pound of hydrogen to produce heat. The total amount of water to be evaporated becomes 25 plus 36, or 61 pounds; the amount of wood substance left available for heat production is 37.4 pounds out of the original 100 pounds.

To raise a pound of water from the temperature of the air, say 70 degrees F., to the boiling point (212 degrees F.) will require 142 heat units, a heat unit being the amount of heat required to raise a pound of water one degree in temperature. To convert this into steam will require 966 heat units more (the latent heat of steam), making a total of 1,108 for each pound of water. This does not take into account the heat required to raise the steam to the temperature of the flue gases.

It is evident then that the greater the amount of water present the more the heat available for other purposes is cut down. Thus only about one-half of the weight of the wood substance is heat producing while every pound of water combined in the wood requires 1,108 units of heat to evaporate it, and this diminishes the value of the wood as fuel. Hence, under the most favorable circumstances, the heating efficiency of wood, with 25 per cent moisture, will be less by one-fourth of 1,108 units, or 277 units, than that of dry wood. If the percentage of water content is 20 instead of 25 the reduction would be one-fifth of 1,108, or 221.6, and so on.

In the ordinary stove or other small apparatus the evil effect of moisture in the wood is very much increased since combustion is materially interfered with. Unsound wood has a reduced heating ability, as a portion of the cell walls is removed by decay.

The heating power or fuel value of wood bears a direct ratio to the specific gravity of the dry material. By specific gravity is meant the ratio of the weight of a given volume of wood to that of an equal volume of water. Water weighs a little over 62 pounds per cubic foot and wood, weighing 31 pounds per cubic foot when perfectly dry, is said to have a specific gravity of .50, and so on for other weights.

The specific gravity of wood substance itself, that is the actual material of the cell and fiber walls, is about 1.6; that is, is more than half again as heavy as water. This is true whether the wood in question is white pine, cottonwood, hickory, or ash. The reason that dry woods of equal volume may show great disparity in weight is due to the relative amounts of wood substance and air in them. A heavy wood is dense and has few and small cavities, or else such as did exist have become filled up with gums and resins. A light wood, on the other hand, has a large proportion of its volume made up of cavities and spaces which in a dry condition are without weight. The reason any wood floats in water is because of the buoyancy of the imprisoned air; when this is replaced by water the wood becomes waterlogged and sinks.

Theoretically equal weights of wood substance will give the same amount of heat regardless of the species. In other words a hundred pounds of absolutely dry cottonwood should furnish as much heat as a hundred pounds of hickory. In reality the varying forms of tissue found in the different species, the addition of resin, gums, tannin, oils and pigments as well as the water present in varying amounts causes different woods to have different heating values. The presence of rosin in wood increases the heating power materially, the results of numerous tests showing a difference ranging up to 12 per cent or more.

In the practical use of wood for fuel one is not so much interested in the fact that thoroughly lignified tissue has the same heating value for all species of trees as he is in knowing the uniformity and duration of the heat produced. Softwoods give a quicker fire and more flame than hardwoods and for that account have a special advantage for kindling purposes. The denser and non-resinous hardwoods, which

burn more slowly, furnish a good bed of live coals and exceed the former by from 25 to 30 per cent in production of heat with ordinary appliances.

The amount of heat which escapes up the chimney with different conditions of draught varies greatly. Carbon often escapes unconsumed in the form of smoke. Pine, although capable of yielding more heat than oak, may in practice yield less, the smoke of oak being almost entirely consumed, while in pine a portion of the carbon and hydrogen may escape in the smoke. In burning fat pine under a boiler the flashy nature of the heat causes serious contraction and expansion of the flues and other parts, which renders its use for such purpose undesirable in spite of the total large amount of heat it is capable of producing.

Suppose it is desired to know the comparative heating values of wood and coal. To solve such a problem accurately it is necessary to have at hand definite information as to the kind and weight of wood and the percentage of moisture contained; also the kind of coal with which its efficiency as a fuel is to be compared. The weight of dry wood is subject to great variation not only in different species but also in different pieces of the same species. Any figure given must be approximate averages only.

TABLE OF WEIGHTS OF KILN-DRIED WOOD.

	Wt. per cu. ft.	Wt. per cord
1. Very heavy: Hickory, oak, black locust, blue beech, hackberry and white ash	42-48 lbs.	3200-4000 lbs.
2. Heavy: Elm, cherry, birch, maple, beech, walnut, best of longleaf pine and tamarack	36-42 lbs.	2800-3200 lbs.
3. Medium: Southern pine, tamarack, Douglas fir, western hemlock, red gum, red maple, sycamore, sassafras	30-36 lbs.	2400-2800 lbs.
4. Light: Norway pine, western yellow pine, red cedar, cypress, redwood, basswood	24-30 lbs.	2000-2400 lbs.
5. Very light: White pine, spruce, fir, white cedar, cottonwood	18-24 lbs.	1500-2000 lbs.

The preceding table gives weights of dry wood only. Before applying them the water content must be added to comply with the actual conditions. It must also be remembered that there are many factors affecting the solid contents of a cord, such as the length, diameter, smoothness, straightness, and method of piling of the sticks, so that the 128 cubic feet by outside measurement rarely contain more than 90 cubic feet of wood, and sometimes as low as 50.

The amount of heat a pound of average dry wood will furnish under good conditions is not less than 8,000 thermal units. A pound of good bituminous coal will furnish about 14,000 units, making the dry wood about 57 per cent as efficient as the coal. If the wood contains 25 per cent moisture the comparative efficiency of the wood would be the ratio of 7,723 (8,000 — 277, as previously stated) to 14,000, or about 55 per cent. For any other moisture content the calculation can be readily made as stated above.

With comparative values on the basis of equal weights, and knowing the average weight of a cord, it is very easy to calculate the comparative efficiency of a cord of wood and a ton of coal. Thus, if the weight of a cord of wood at 25 per cent moisture is 2,500 pounds, nearly a cord and a half will be required to equal a ton of coal. Instead of using the figures given in the table, it would be much better to measure and weigh several average cords of the actual material to be tested. The amount of moisture can be determined by comparing weights of samples of the wood before and after thorough drying in a kiln.

It might prove interesting to compare these results with those obtained by actual boiler tests. On logging engines a ton of good grade bituminous coal is considered equivalent to a cord and a half of air dry oak or two cords of softwood. Two and a half cords of pine knots (about 125 cubic feet) are considered to furnish about the same amount of steam as one ton of southern soft coal. For general calculations for stationary engines one ton of coal is considered equivalent to two cords of wood, or one pound of coal to two and a quarter pounds of wood. Wood requires about one-third more grate surface and two-thirds more cubical space than coal for generating an equal amount of steam. It will be seen that these figures give comparatively lower values for wood as fuel, which is probably due to the fact that it is not the actual heat producing power of the fuels that is compared but the efficiency of the apparatus for utilizing this heat.

The best all-round fuel wood in this country is hickory, and in the eastern markets it is especially in demand for burning in open fires. The retail price of seasoned hickory of good quality is $11 per cord in New Haven, Conn. The price there for mixed hardwoods cut into stove lengths and delivered is from $8 to $9 per cord. These prices are out of proportion to the heating value of wood as compared to coal, but wood is desirable for fires of short duration in the late spring and early fall when the mornings and evenings may be too chilly for comfort, before the regular heating apparatus has been started. There is no real substitute for wood in fire places and grates.

Chestnut, butternut, and to some extent tamarack and spruce are in ill favor for open fires owing to their crackling and emission of sparks. Many woods are difficult to split and therefore hard to season, reducing their desirability for fuel. When old elms are removed from the parks and city streets in the East there is little demand for the material for fuel because it is so tough to split; the sawmill owners object to it because of the danger to their machinery from hidden pieces of iron and other foreign substances. In parts of the South pine knots and old snags of trees rich in rosin are in great demand for kindling purposes and not infrequently are relied on to furnish light as well. Birch contains a peculiar substance known as betulin which adds to its heating power.

In the southern part of Arizona, where there is little utilization of timber except for fuel, a strong prejudice exists against the use of certain woods for this purpose. Arizona white oak is held to be a very inferior fuel wood as compared to the local black oak. Some tests made by the U. S. Forest Service showed that for average samples the heating value in the black oak is only about ten per cent greater than that in the white oak. The greatest difference in heating value in the two oaks occurs in the bark, that of black oak being about twenty-eight per cent higher than that of the white. The ash from an average butt cut sample was about twice as much in the white as in the black.

In Douglas fir and western yellow pine the bark has a higher heating value than the other parts of the tree. In the Northwest Douglas fir bark is often a principal source of fuel in firing donkey engines. The bark of the shagbark hickories has a high fuel value, burning with intense heat but with much crackling. In many woods, particularly the cedars, the bark has a comparatively low fuel value and leaves a large proportion of ash.

Root wood is usually considered of little use for fuel. It is interesting to note, however, that the roots of mesquite are capable of producing more heat than the average butt cut, and it is a common custom to dig them up for fire wood. Very often mesquite roots are so much more developed than the rest of the tree that the name "underground forests" has been applied to stands of the timber in semi-arid regions.

It is unusual to find woods which have their value for fuel affected by the odor they give off. In the Southwest there are a few; for example, the horse bean and the palo verde, which emit very penetrating, disagreeable fumes when burned, thus reducing materially their desirability for fuel even in a region where wood is scarce.

S. J. R.

How Ties Should Be Laid

If two railroad ties are made from the same log, which side should be placed on the ground, the tangential or outer side of the growth rings, or the radial or heart side? The latter appears to be the common practice, but there is good reason for believing that the life of a tie can be increased by laying it differently.

The presence of season checks in wood allows water to penetrate it and facilitates the entrance of rot-producing fungi. Wood shrinks in a tangential direction twice as much as it does radially, and as a result splits from the outside of a log inward. If the tie is placed with the heart side down these splits remain exposed to the rains and invite disease, while if reversed the water would drain off readily and the season checks would partially close up.

National Conservation Congress

The chief topic for consideration before the session of the National Conservation Congress at Indianapolis, on October 1, 2, 3 and 4, was the conservation of life and human resources. The policy of the Congress has always been to provide a special topic at each session, although the general theme of conservation of the whole resources of the country is carried out at more detailed meetings. It was provided at this year's session to give particular attention next year to the question of the prevention of fire waste and beneficial results of good roads.

A very fair percentage of the 4,641 delegates named for this congress, from all over this country and Canada, was in attendance. A considerable body of lumbermen and foresters were in attendance as well as on the speaker's program, which evidenced the general endorsement of the conservation principles by these branches of the national government and the nation's business.

The various sessions of the Congress were held at the Murat Theatre, the German House, Tomlinson Hall, the Claypool Hotel, and at the Fair Grounds Coliseum.

Ex-Vice-President Charles W. Fairbanks of Indianapolis opened the Tuesday morning session with an address of welcome on behalf of the state, while Richard Lieber addressed the delegates on behalf of the city. The commercial organizations of Indianapolis were represented on the platform by W. T. Miller.

President White included responses to these addresses of welcome in his address, following the reading of which he read a message from President Taft, in which the chief executive regretted his inability to attend the Congress, and extended his cordial good wishes and hearty support of the purpose and methods of the National Conservation Congress. President White's address in part follows:

We waste in production as well as in consumption. In agriculture we will say that we will make the soil produce so many bushels per acre per man. The man will be first in his wise application of labor and methods and of means to an end. The "limits of subsistence" under what political economists used to call their "law of diminishing returns" has no fear for the conservationist. The developing of human intelligence is enlarging the production of the soil. Irrigation, where possible, and where impossible, the science of what is called dry farming, brings increasing results. Old farms in Europe produce more than they did 300 years ago, and this will prove true with us, and there will be no starvation for the human race because of increasing population.

We will protect our watersheds by growing forests, and learn to control our floods, prevent soil erosion, and store the water, and convert its power into electricity, and from electricity produce light, heat and power in undiminishing quantity forever. In nearly every state there is daily flowing to waste power enough, if arrested and utilized on its way to the sea, to turn every wheel of industry and to move the traffic of commerce, and furnish light and heat for every city. It is said that the wheel does not turn with water that is passed, but other wheels farther down the stream do, and the power is used again and again and finally pumped back by the sun to the mountains and plains to forever repeat the process of service to mankind. New discoveries are being made, and the use for by-products is being multiplied so that they are often found to be of greater use than the product from which they are derived. We must protect our forests by preventing forest fires. Government and state appropriations must be made sufficient for this purpose. In the report of the Conservation Commission to the President, it is stated that fifty million acres are burned over annually, and since 1870 there has been lost each year an average of fifty lives and fifty million dollars' worth of timber. The lumbermen's interests are to prevent fires and to stop waste; and they are anxious to co-operate with the state and with associations for this purpose, and are already doing so in many places. The true, saving features of forestry are becoming better understood, and better applied; and we will save our forests, and will grow trees, wherever necessary and profitable, the same as any other crop; and there will be no timber famine in the near or distant future. Our foresters are studying the experience of France, Austria, Italy and Switzerland, coupled with our own experience, and we are making successful progress. In Kansas five years ago, according to President Waters of the State Agricultural College, there was only one school that taught agriculture. Now nearly five hundred high schools and more than six thousand rural schools are teaching the principles of agriculture, forestry and domestic science.

May this congress, which now begins the work of its program prove to be another step in advance of its predecessors in the labor of love and of progressive activities. The work in this vineyard is for both men and women; for him with one talent as well as for him with ten talents. Conservation should be taught in our schools and preached in our churches. It is a call of and for all the people.

And in the language of the official call, the objects of this congress are defined to be, "To provide for discussion of the resources of the United States as the foundation for the prosperity of the people; to furnish definite information concerning the resources and their development, use and preservation, and to afford an agency through which the people of the country may frame policies and principles affecting the conservation and utilization of their resources, and to be put into effect by their representatives in state and federal government."

President Taft's official representative, Secretary Stimson, was summoned from Fort Yellowstone to be in attendance. His address followed that of President White, and reviewed the conservation policy adhered to by President Taft, touching particularly upon the feature dealing with water power grants. Ex-President Roosevelt was named by the speaker as the originator of the effort to make the granting of water power rights a public benefit.

Regarding the recently decided case concerning the Cunningham coal claims in Alaska, Secretary Stimson said of Secretary of the Interior Fisher:

Of course, the main work which the federal government performs in regard to conservation is done through the Department of the Interior. Incidentally, the trust of all indications of the interest with which the President regards the conservation of the natural resources of this country lies in the character and attainments of the man who he has placed at the head of that department in order to conserve them—Walter L. Fisher.

You will, all of you, remember how his thorough investigation and clear-cut decision of the famous Cunningham claims has settled and disposed of in the interest of the people one of the most bitter controversies of our cause. You are also undoubtedly familiar with the careful investigation which he made last year into the very complicated and serious problems of conservation which confront the country in Alaska, and with the luminous address with which he reported his conclusions and pointed out a solution of these questions.

Though the work of his department in investigating and conserving in the public interest, the water power sites which remain on our public lands, and our remaining beds of coal and phosphate, have not attracted so much attention as his work in these former more controverted matters, yet there is, I think, a very general and well founded feeling that the interests of the people of the United States are being thoroughly protected by the Secretary of the Interior in accordance with the most intelligent and thorough views of conservation.

E. T. Allen, forester of the Western Forestry and Conservation Association, followed Secretary Stimson. Mr. Allen said in part:

What our forests need most is more patrolmen, more trails and telephones, more funds and organization to marshal the fire-fighting crews when required, better fire laws and courts that will enforce them, public appreciation that forest fire departments are as necessary as city fire departments, more consideration for life and property by the fool that is careless with match and spark, realization by more lumbermen that it pays in more ways than one to do their part, state officials who will handle state laws intelligently, tax laws that will permit good private management, consumers who will take closely utilized products, and a few other things need specific study and action.

Professor G. E. Condra of Lincoln, Neb., reviewed the work of the states in connection with national conservation. Some of the chief results have been accomplished in the way of building and maintaining good roads, and further, according to the speaker, the active interest of the states has resulted in many cases in the complete removal of the question of conservation from politics. The intimate and local interest made possible through the activity of the states in conservation questions has led to the alignment of such questions with educational institutions. The speaker further touched upon the public movement looking to the elimination of fraud and the cutting down of extravagant expenditures in the public service, and told many other ways in which the evidence of the spirit of conservation is making itself manifest throughout the country.

Dr. Harvey W. Wiley spoke Tuesday evening on the "Conservation of Man." His address followed a reception at the Claypool Hotel by the officers of the Congress and the local board of managers, tendered to the delegates and visitors.

Melville W. Mix of the Dodge Manufacturing Company of Mishawaka, Ind., president also of the Manufacturers' Bureau of Indiana, addressed a sectional meeting at the German House on Wednesday

afternoon. The special topic before this meeting was the prevention of accidents in industrial plants. The main suggestion was looking toward a uniform standard of protection methods for the benefit of workers in these lines, and also an efficient form of factory instructions which will be standard throughout the country. Appropriations to secure the services of competent men to carry out these policies were urged.

The chief speaker at the Thursday morning session was Major A. C. Griggs of Tacoma, Wash., whose subject was "The Lumberman's Viewpoint." In touching upon the forest reserve policy of the Forest Service, Major Griggs said that in view of the worthless timber tracts, scrip had been issued to modify settlements or original grantees for which some of the choice timber of the country had already been exchanged. He gave his views on the interests which have attacked the National Lumber Manufacturers' Association, and maintained that the most important principles of conservation have always occupied an important part in discussions at the various meetings of his association. The fact that so much standing timber is represented in his association membership resulted in the original development in forest conservation and in forest fire protection measures.

Major Griggs deplored the inability of the sawmill man to market the entire output of his mill, but stated that such a move would be impossible until the conservation of the lower grades and waste had become a paying proposition. He stated that the western operators had recently made an attempt to induce the consuming trade to utilize odd lengths and widths in order to prevent a certain amount of waste at the planing mills, but that their efforts had been unavailing.

Mr. Griggs further touched upon the subject of the workmen's compensation law, reciting the successful operation of the Washington state laws on this question, and strongly urging it as a national policy.

Governor Wilson of New Jersey and Governor Hadley of Missouri were the principal speakers of the Thursday afternoon session in the Coliseum at the fair grounds.

Among the speakers at the session on Friday morning were A. B. Farquhar of York, Pa., who talked on "The Conservation of Human Life"; Dr. Livingston Farrand of New York, on "The Problem of Tuberculosis"; Dr. W. C. Mendenhall of the United States Geological Survey, who spoke on "Water As a Natural Resource," and R. M. Easley of the National Civic Federation of New York, who talked on "Conservation Civics."

The addresses on Friday afternoon were devoted principally to agriculture, W. I. Moore, chief of the United States Weather Bureau, being the presiding officer.



The Y.M.C.A.—A New Industrial Asset



The old hard-fisted, man-handling "driver," the type not very long ago considered pre-eminently qualified as a handler of workmen in any line of industry, is being rapidly supplanted by younger men who have not necessarily won their positions through sheer force of brawn but have exhibited a certain amount of superior intelligence and personality and have been able to hold and work their men because of these traits. This evolution has not been so much the result of any conscious movement in this direction as of a general awakening to the importance of the human element in business and industry. In keeping with this new thought is a more direct effort looking toward a general co-operation between employer and employe and toward a raising of the moral, mental and physical standard of the working body of the country. The Industrial Department of the Young Men's Christian Association has been doing great work in installing branches in connection with industrial enterprises of various sorts, and one of the latest fields it has entered is the sawmill and logging camp.

The success of these individual branches is absolutely assured at the offset. The association has a highly efficient organization backed in this particular department by some of the industrial leaders of the country. Trained salaried secretaries are provided in each case and the failure of a branch after it is once established is practically an impossibility.

Granting this, the success of the movement as a whole depends upon the general recognition by those in charge of industrial operations of the benefits resulting from such a movement as a business asset. While theoretically the ethical advantages might be claimed as sufficient justification of its general support, practically speaking the business man must be approached as upon any other business proposition. Will his support of the plan return to him a cash dividend?

The best answer to this question, regarding the lumber business at least, is the statement that the Yellow Pine Manufacturers' Association and the Pacific Coast Logging Congress in their recent meetings both gave serious and *definite* indorsement of the movement and further, that some of the biggest sawmills representing every department of logging and lumbering in this country have already installed branches, erected buildings and hired secretaries at their own expense. In every case there have followed noticeably increased co-operation and sympathy between employer and employe, and a higher level of morality and mental and physical development. The direct result has been increased efficiency from which follow naturally greater production per capita, less cost per unit of production and finally the sought-after increased dividend.

In lumber manufacture labor represents two-thirds of the cost of production. An efficient, well kept machine will turn out more work than a slovenly one. So will an efficient, contented crew turn out more per man than a dissatisfied, ignorant and poorly trained one. To be contented a laborer must first have sufficient mental development to appreciate favorable conditions. He must then be considered as a normal human being and provided with normal recreations which will fill his spare time, keep him from idling, and away from the "gin mill," and thus give him the opportunity and incentive for further improvement. As he improves as a man he acquires more ambition; he saves money instead of "blowing" it and he is constantly striving for advancement. This naturally results in less transient labor so that the employer not only realizes from the increased efficiency of the individual but of the men as a working unit because, with an unchanging personnel the unit will be more highly trained.

Thus it would seem that improving the minds, the morals and the bodies of the laboring man returns a financial dividend. The Industrial Y. M. C. A. has shown that it can accomplish this improvement. Therefore it should be considered a business asset by the business man. In addition by instilling contentment it will serve as a shield against the alarming development of the Socialistic movement that has caused so much uneasiness to woods and mill superintendents of late.

A Mirror in a Sawmill

Coming across a big cheval glass in a sawmill is rather a startling experience, but such a mirror was encountered by a HARDWOOD RECORD representative at the double band mill of R. J. Darnell, Inc., at Memphis, Tenn., a few days ago, and the innovation is said to have been transplanted from an Arkansas sawmill.

This mirror is located at the tail-end of the log-deck, and nearly opposite the rear of the carriage, and is so placed that the sawyer can catch the reflection of the rear end of a log on the carriage. This device enables him to turn his log to the best advantage, as he has the opportunity of seeing both ends of the log at the same time. Apparently it is a particularly valuable frill in mills where high-class logs are being sawed.

The Mail Bag

B 309—Wants Source of Supply for Hickory and Ash

Portland, Ore., Sept. 23. Editor HARDWOOD RECORD: We wish to get in touch with manufacturers who can furnish us with hickory and ash lumber. If you can help us in this matter you will very much oblige.

— — — COMPANY.

The above inquirer has been supplied with a list of both ash and hickory manufacturers. Any reader desiring to get in touch with this concern can have the address by writing this office and referring to B 309.—EDITOR.

B 310—Hickory Squares Desired

Newark, Ohio, Sept. 23.—Editor HARDWOOD RECORD: We are in the market for from three to five hundred thousand hickory squares, one inch scant square by forty-six inches long. Do you know of anyone handling such stock? If so, kindly advise us.

— — — COMPANY.

The above correspondent has been advised that the stock he seeks is a pretty difficult thing to locate. However, we have supplied this company with a list of manufacturers of hickory dimension, and anyone having the stock to offer and desiring to get in communication with this prospective buyer can have the address by referring to B 310, in care of this office.—EDITOR.

B 311—Want White Pine Squares

Burlington, Vt., Sept. 27.—Editor HARDWOOD RECORD: We use white pine in squares of 1¼ inches and 1⅝ inches in lengths, from 2 feet upward, and would be glad to have any information regarding this sort of stock.

——— — COMPANY.

HARDWOOD RECORD will take pleasure in giving any manufacturer of the above stock, the address of this correspondent, upon application and reference to B 311.—EDITOR.

B 312—In the Market for Boxwood

South Bend, Ind., Sept. 27.—Editor HARDWOOD RECORD: Will you kindly advise me where I can secure dry boxwood, suitable for the manufacture of pocket rules?

Any information which you may be able to give me in this respect will be very much appreciated.

———.

The above party has been given the names of C. L. Willey, Chicago, as the chief handler of boxwood in the West, and Ichabod T. Williams & Sons, New York, as the leading eastern handler of this stock. Any others having this material to offer can have the address of the correspondent by addressing this office and referring to B 312.—EDITOR.

B 313—Who Has Gum, Elm or Yellow Pine Panels to Offer?

Baltimore, Md., Sept. 28.—Editor HARDWOOD RECORD: I shall want about 500 pieces of cheap lumber, either gum, yellow pine or elm, three-ply box-couch bottoms, total ⅝ inch thick, 30 inches wide, 6 feet long, and also another size 27 inches wide, 6 feet long. Also want several hundred pieces of three-ply elm suitable for morris chair seats about ¼ inch thick, size about 20x20.

I am very much in need of these goods and any information I can get from you as to who makes same, and prices, I will appreciate it very much.

———.

The above party is a manufacturer of furniture and has been given a list of sources of supply for the material he seeks. Any others wishing to quote him can have his address by communicating with this office and referring to B 313.—EDITOR.

B 314—Seeks Southern Soft Elm

Janesville, Wis., Sept. 24.—Editor HARDWOOD RECORD: We are desirous of obtaining southern soft elm. If you can put us in touch with anyone who has a good stock of southern soft elm we would appreciate it.

——— & Co.

A list of producers of southern elm has been sent to the above manufacturer of cigar box lumber. However, HARDWOOD RECORD will be pleased to supply the address of this concern to anyone having the stock to offer, upon application to this office and referring to B 314.—EDITOR.

B 315—Regarding Standing Merchantable Hardwood Timber

Knoxville, Tenn., Sept. 26.—Editor HARDWOOD RECORD: A lumberman of this city gave me your name as one who could tell me authoritatively the per cent of merchantable hardwood timber contained in the Appalachian section in this territory, in comparison to all hardwood timber now standing.

If you have any information along this line in the way of statistics, I would appreciate a prompt answer, as I am to read a paper in New York next month speaking of the resources of our mountain territory and this is an important fact for me to obtain.

———.

The above correspondent has been advised the query presented regarding the percentage of merchantable hardwood timber contained in the Appalachian region as compared with the total hardwoods now standing in the United States is absolutely an unknown quantity, and there is no way of arriving at the facts from information available.

However, as a guess, should estimate that the lower Allegheny, Blue Ridge and Southern Appalachian hardwood timber area constitutes approximately twenty-five per cent of the total stand of the United States. This may vary five or even ten per cent one way or the other, but would warrant it as good a guess as anything we have in the way of statistics.—EDITOR.

B 316—Wants Hardwood Table Tops

New York, N. Y., Sept. 28.—Editor HARDWOOD RECORD: Kindly advise us if you know of any mills which turn out hardwood table tops made of 4/4 lumber, glued-up to finish 13/16 thick. Stock would have to be thoroughly kiln-dried before gluing up and D2S, some of it to be frazed.

We are particularly interested in such tops made of oak, chestnut, poplar and basswood.

Any information that you can give us will be greatly appreciated.

———.

The writer of the above inquiry has been given a list of manufacturers of table tops. Anyone desiring to be placed in touch with the prospective purchaser of this stock can have the address by writing this office and referring to B 316.—EDITOR.

B 317—Seeks Wooden Spools and Handles

Red Wing, Minn., Sept. 30.—Editor HARDWOOD RECORD: We are in the market for a quantity of round wooden spools; also handles for an iron crank. Would you kindly let us know the names of some manufacturers of these things? We presume it would be those in the wood novelty business, but you would know better than we.

Thanking you in advance for this information, we remain,

— — MANUFACTURING COMPANY.

The above concern has been given the names of several manufacturers of the material required. Those wishing to communicate with the inquirer can have the address by writing this office and referring to B 317.—EDITOR.

B 318—Seeks Four-Four Plain Oak

London, E. C., Sept. 26.—Editor HARDWOOD RECORD: We will appreciate it very much if you will send us a list of West Virginia, Kentucky and south West Virginia manufacturers of plain white oak, who have band mills, as we are desirous of contracting for 2,000,000 or 3,000,000 feet 1-inch firsts and seconds, and No. 1 and No. 2 common plain white oak. The writer will be coming to the states the last of the year and wishes to place this contract while there.

— ———.

The above inquiry is from a foremost handler of American hardwoods in Great Britain, and has been supplied with a list of leading producers of white oak in the territory named. Any others interested in the inquiry can have the address on application by referring to B 318.—EDITOR.

B 319—Seeks Hickory Spokes

Antwerp, Belgium, Sept. 27.—Editor HARDWOOD RECORD: I would thank you to mail me a list of firms manufacturing 2x2-22" hickory spokes for wheels. The material I require must be first-class.

———.

A list of a few manufacturers of hickory spokes has been supplied this inquirer, who is a leading Antwerp importer of American wood goods. Any others interested in the inquiry can have the address on application by referring to B 319.—EDITOR.

B 320—Has Sawdust to Market

NEW PHILADELPHIA, O., Oct. 5.—Editor HARDWOOD RECORD: In your last issue we noted an article regarding the use of sawdust for various purposes. Can you put us in touch with some of these who are in the market for hard maple sawdust? We make a large amount of this material, and as we have no use for it for steaming purposes, we would like to find a market for it.

Thanking you in advance for any information you may be able to give us in this regard, we remain,

— ——— COMPANY.

Anyone interested in securing sawdust from a central location can have the address of the producer of this material by writing this office and referring to B 320.—EDITOR.

News Miscellany

Fall Meeting of Northern Manufacturers

Secretary R. S. Kellogg of the Northern Hemlock and Hardwood Manufacturers' Association announces from his Wausau office that the date of the regular quarterly fall meeting of the association has been set for Oct. 22. The meeting will be called to order at the Hotel Pfister at Milwaukee at 10 a. m. on that date.

The program includes reports and discussions upon production and shipments of October, 1911 and 1912, dry stock on hand October, 1911 and 1912, log input 1912 to 1913, labor supply, lumber advertising, inspection rules, market conditions and traffic matters. The association extends an invitation to non-members to attend the session.

Change of Headquarters

George C. Brown & Co., manufacturers and wholesalers of hardwood lumber, announce that their headquarters will be changed from Memphis, Tenn., to Proctor, Ark., the change to take effect Oct. 15.

Proctor is only an hour's ride from Memphis on the C., R. I. & P. Ry., being less than twenty miles in actual distance and being connected with Memphis by an excellent telegraph, railroad and mail service. The model new mill of this company is located at Proctor.

The change of location follows a recent large purchase of timber by George C. Brown & Co. in addition to the company's present holdings in the St. Francis Basin, Ark. The offices will be in connection with the band mill at Proctor, which will enable the members of the firm to be in closer touch with the operations.

Should Effect Rate Reduction

The Interstate Commerce Commission in session at Washington on Oct. 7 began preparations of ways and means to separate railroads from actual business connection with steamship lines. This, if carried out successfully will be of extreme importance to the middle western states and if the eventual order of the commission requires the railroads operating vessels on the Great Lakes to divest themselves of their water line ownership, competition will again be restored and lower rates will probably result.

According to the present law, if a railroad reduces rates as a direct result of water competition, the elimination of such competition will not be sufficient justification for again raising rates, therefore, with the control of the steamship lines and their water competition removed from the control of the railroads they will not be able to boost rates without showing just cause.

According to law now on the books, the railroads are given two years in which to adapt themselves to its provisions and to apply for permission to retain the steamship lines. If the commission finds that such lines are being operated solely in the interest of the public welfare this permission will be granted. The new law makes specific provision that no railroad line shall own steamboats operating through the Panama Canal.

Meeting Philadelphia Lumbermen's Exchange

The regular monthly meeting of the Lumbermen's Exchange preceded by a luncheon, was held October 3, President William T. Betts in the chair. A detailed report of the work done at the convention of the Atlantic Deep Waterways Association, held at New London, Conn., Sept. 4, 5 and 6, was read by Thomas B. Hammer, acting chairman of the committee representing the exchange at the convention. A communication from the Atlantic Deep Waterways Association was received and turned over to the committee on legislation, to be acted upon at the next meeting of the exchange.

Samuel B. Vrooman and Thomas B. Hammer were appointed extra members of the committee representing the exchange, for the entertainment of the foreign members at the biennial meeting of the International Congress of Chambers of Commerce, who will soon visit Philadelphia.

Grand Rapids Lumbermen Meet

The Grand Rapids Lumbermen's Association held its first meeting of the fall season on the evening of Sept. 27, at Plainfield, Mich., nine miles from Grand Rapids. The trip to and from the place of meeting was made by automobile. Twenty-six lumbermen were present. After an enjoyable reception, they sat down to a no less enjoyable chicken supper, prepared especially for the occasion by Bert McCauley.

The business session followed, and was opened by an inaugural address by President W. E. Cox. Various committee reports were made, other matters before the meeting were satisfactorily settled, and plans were rounded out for the season's work. All indications pointed to a banner year for the association. One of the important features of the meeting was the organization of a publicity department which will take up the business of advertising to the world the advantages of Grand Rapids, and the energy and efficiency of its industries, particularly its lumber industries.

Baltimore Hardwood Firm Fails

The schedule of assets and liabilities of the hardwood firm of Mann & Parker, Baltimore, Md., which with its own consent went into bankruptcy on Sept. 9 in the United States court, has been filed. The firm went into bankruptcy on petition of the Old Fields Lumber Company and the American Lumber Company of Baltimore. The total liabilities are given at $123,281.43, and the assets at $146,068.11. This shows a margin of over $23,000 of assets over liabilities, but the assets include "bills, notes and other securities" aggregating $31,823.81 "which ought to be paid by other parties thereto," and "unliquidated claims" of $94,100.49. These two items constitute the assets, except about twenty thousand dollars. If they are deducted in whole or in large part, the showing for the creditors is not very encouraging. The opinion in the trade is that little will be realized for the creditors. John G. Schilp has been appointed receiver, and is reported as saying that there will be no reorganization.

Deep Waterways Convention

The seventh annual convention of the Lakes to the Gulf Deep Waterways Association, which was held at Little Rock, Ark., on Sept. 24, 25 and 26, was attended by about 2,000 delegates.

The convention was addressed by a number of persons prominent in national affairs, among whom was Colonel Roosevelt who talked on Wednesday. Mr. Roosevelt's views, which have been reported in detail in the daily papers, were that work should begin immediately upon the construction of a wide and deep channel through the Mississippi, this work to be carried on by the national government, which should also construct levees and similar necessary work.

In the enforced absence of President William K. Kavanaugh, of St. Louis, Col. E. S. Conway, of Chicago, presided at the opening session. He ordered President Kavanaugh's speech read. This address declared that the question of deep waterways in the Mississippi was of as great importance to the country as the Panama canal. One important paragraph of the address referred to the relation between river regulation and rate regulation for general transportation. The speaker contended that river regulation is a direct price regulator. He went on further saying, "Thus we reach the very depths of the problem of the cost of living. Our consulting engineer, Lyman E. Cooley, says that a twenty-four foot channel can be had from the Gulf of St. Lawrence to the Gulf of Mexico, 3,300 miles, for less than the cost of the Panama canal." Ships could then sail down the Gulf of St. Lawrence, through the Great Lakes by way of Chicago, and down the Mississippi river, passing New Orleans to the Gulf of Mexico.

At the election, on Wednesday, the following officers were elected: President, W. K. Kavanaugh, St. Louis, Mo.; vice-president, E. S. Conway, Chicago, Ill.; treasurer, Edwin S. Monroe, Joliet, Ill.; secretary, T. H. Lovelace, St. Louis, Mo.

A board of governors was chosen of one member from each state directly interested in the Mississippi project.

Mayor C. E. Taylor, of Little Rock, and Governor George Donaghey, of Arkansas, welcomed the delegates to the city on the first day.

The discussions during the three days covered every phase of the question and gave the delegates an opportunity to hear many notable men express their opinions.

Big Fire at Pine Bluff

The Bluff City Lumber Company of Pine Bluff, Ark., lost its plant by fire on Sept. 30, and sustained a loss of approximately $25,000. The fire occurred in the early morning hours before daybreak and was extremely spectacular, attracting a large crowd. Its spread was so rapid that the fire department was helpless as far as checking it was concerned, centering its efforts to confining it to the Bluff City plant.

National Hardwood Lumber Directory

The hardwood lumber directory for buyers and sellers, published by the National Hardwood Lumber Association, recently came from the press. The book is larger and more comprehensive than previous issues on account of the increase in membership, which the association has enjoyed during the past year. It contains a list of the membership to date and also, according to usual form, a summary of the aims, benefits and achievements of the organization. In the back part of the booklet is included a fac-simile of bonded certificate and rules covering the ways and means of obtaining national inspection. It is expected that 10,000 copies of the directory will be mailed to hardwood buyers and sellers throughout the United States and Canada.

A Profitable Investment in Timber

A profit of $816,000 is the record established by George W. Vanderbilt by the sale of his 68,000 acres of mountain forest land near Asheville, N. C.

Not only has Mr. Vanderbilt made this amount on an investment of $136,000 in twenty years but in addition he still retains all the land and timber under fourteen inches in diameter. The original purchase cost Mr. Vanderbilt two dollars an acre including the property and all the timber on it, and he now sells the matured timber only for twelve dollars an acre.

Overton W. Price, formerly assistant to Chief Forester Pinchot, now has charge of Mr. Vanderbilt's forest interests and has arranged that the purchasers will have twenty years in which to cut off the 250,000,000 feet of hardwood and that cutting shall be done along modern lines with a view of preserving the forest growth to as great an extent as possible. The timber will be hauled to a mill

which will be erected at the Pisgah Forest station.

The purchasers of this timber area are Louis Carr and W. F. Decker. Mr. Carr was formerly a West Virginia lumberman but is now located at Forney, N. C. He has been connected with several large lumber enterprises in the state and is now operating at Forney as the Norwood Lumber Company. The sale disposes of only the wild forest section of the famous Biltmore estate, Mr. Vanderbilt retaining some 15,000 acres adjacent to his magnificent residence at Biltmore. The Biltmore officials state that they have had hydraulic engineers at work for some time, estimating the possible amount of water power available on the estate with a view to establishing extensive water power operations.

Pittsburgh Concern Changes Management

Since the recent personal bankruptcy of A. G. Breitwieser, former president of the Breitwieser-Wilson Lumber Company, of Pittsburgh, there has arisen no little misunderstanding among the trade, which in some



W. W. WILSON, PRESIDENT WESTERN LUMBER COMPANY, PITTSBURGH, PA.

cases has not been just to the remaining members of the former company. To do away with any false impression which the trade may have gotten relative to the Breitwieser-Wilson Lumber Company, William W. Wilson, Jr., of the former concern reorganized under the name of the Western Lumber Company, of which William W. Wilson, Jr., is president and W. J. Harrington, secretary and treasurer. A. G. Breitwieser, of the former concern, has severed all connections with the lumber business and has nothing in any way to do with the new organization. The change introduces into the firm new and aggressive individuals, and puts it on a more desirable financial standing.

The company has taken on the services of W. G. Brown, who has a wide reputation in the Pittsburgh district. He will be in charge of the city sales and will handle the manufacturing and mill trade.

The head of the Western Lumber Company has for years been closely identified with the lumber business. He began his career with Hemis & Vosburgh. It is generally conceded that the personal energy and ability of Mr. Wilson are responsible for keeping the Breitwieser-Wilson Lumber Company out of financial difficulty connected with Mr. Breitwieser's personal transactions. The company is in excellent financial condition and is doing business to the limit of its capacity. The active management of the concern will still be retained by Mr. Wilson, and with the influx of new blood into the personnel of the firm, its development should be rapid and uninterrupted.

Buyers of Veneers and Panels

HARDWOOD RECORD has just issued Bulletin No. 4 involving a continuation of its list of the annual requirements of users, in the United States and Canada, of sawed, sliced and rotary cut veneers and panels. This information is collected, collated and printed in bulletin form for the benefit of its veneer and panel advertising clients. Any others interested in this service, which is proving invaluable to the trade, can get full information concerning it on application.

As is well known, for years this publication has issued a similar series of documents, at all times kept up-to-date, covering the annual requirements of wholesale consumers of hardwood lumber of all varieties. This information recites quantity, kinds, thicknesses, etc., employed by the majority of users throughout this country and Canada.

Balsley & McCracken Company Organizes in Pittsburgh.

I. F. Balsley, veteran hardwood man who until recently was sales manager of the Palmer & Semans Lumber Company, and D. M. McCracken, who was for five years with the H. K. Porter Locomotive Company of Pittsburgh and then four years with the Orenstein-Arthur Koppel Company, have formed the Balsley & McCracken Company of Pittsburgh. The company's offices will be maintained in the First National Bank building. The object of the organization is to specialize in hardwoods in which line both members of the firm are ably qualified. Both are men who have a wide acquaintance among the trade and their new venture will undoubtedly be welcomed by a good many friends.

Veteran Lumberman Celebrates Golden Anniversary

A little history of the veteran lumberman Godfrey Stringer, who is celebrating the golden anniversary of his connection with the Daniel Buck Estate, will be interesting to many of the old time lumbermen who are still in the harness. Mr. Stringer came to Philadelphia in the spring of 1862 to seek employment, and was at once successful in securing a position with Daniel Buck, then operating a small yard of which Mr. Stringer was given charge. As the rapid growth of the business soon necessitated the securing of larger quarters, the large yard at Fifth and Jefferson streets, where the business is now carried on by the Estate of Daniel Buck, was acquired, with Mr. Stringer as superintendent, and in this capacity he has just completed his fiftieth consecutive year.

Mr. Stringer enjoys excellent health and from all appearances has many years of active life before him. He can recount many interesting and amusing facts concerning the lumber business when the value of good lumber was not appreciated as at the present date. He states that he has diligently kept track of the rapid changes in business methods. He has always adapted himself wisely to the times. He can be found at his post at early morn, supervising every detail of the work in the yard, and his continued vigilance and energetic appliance of his experience to the business have in a large measure contributed to the success of this well known firm. The lumber trade congratulates Mr. Stringer, as also the Estate of Daniel Buck, on a business association of such length as to be distinctly complimentary to the man and the firm.

Proposed Advances of Southern Rates

It is pretty definitely rumored in southern shipping points that the southern railroads throughout the entire lumber shipping territory are contemplating a radical increase in rates, beginning with Jan. 1, 1913.

This increase is the result of several years' attempt to boost freight rates in this territory, the Interstate Commerce Commission having prevented such advances two years ago at which time it was specified that the railroads should not make any increase for two years. Serious changes are contemplated, particularly in the Memphis territory. The rate advances contemplated by the railroads would not merely mean an increase of shipping cost but would so disarrange present business conditions in that section as to throw out of gear entirely relations between the various branches of the lumber business. For instance, it has always been known that a special rate in favor of gum and cottonwood was installed when these woods first began to be given attention in order to stimulate their use and



I. F. BALSLEY, BALSLEY & McCRACKEN COMPANY, PITTSBURGH, PA.

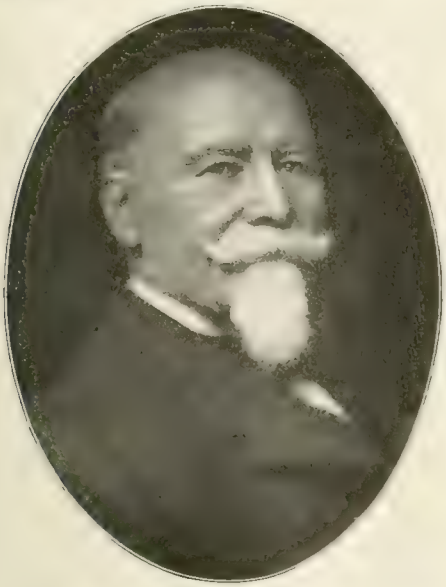
thus increase freight tonnage over the lines in that territory. This has not only resulted in a vastly increased use of the better grades of these woods, but has also enabled the lower grades to compete successfully with pine for certain purposes for which the latter woods have been used entirely. It is now proposed to put these three woods on a parity inasmuch as it is considered that cottonwood and gum have already attained a sufficiently strong position to hold their own without further assistance.

It is probable that a general advance of one cent on the higher rates will be attempted while the favored commodities will be raised to an equal basis. This will mean that the increase on these favored commodities will be much greater than on the other lines. Thus it can be seen that there is a grave possibility of the contemplated increases disorganizing present methods of conducting the lumber business in that territory.

A protest will be instituted by the various interests affected, particularly the Lumbermen's Traffic Bureau of Memphis. It is probable that the Interstate Commerce Commission will hear the arguments of both sides and will grant a further stay to rate advances. Failure to do this will result seriously to Memphis and other lumber centers.

Death of Christian F. Liebke

Christian F. Liebke, president of the C. F. Liebke Hardwood Mill & Lumber Company, died in St. Louis, Sept. 30, of acute nephritis. He was ill only eight days. He was seventy-six years old and was one of the pioneer lumber dealers in Missouri, having entered the lumber business in 1858.



THE LATE C. F. LIEBKE, ST. LOUIS, MO.

He was born near Berlin, Germany, Aug. 13, 1836, and came to St. Louis when a boy. He was educated in the public schools of St. Louis and married Miss Mary Ruth York, on Oct. 15, 1873.

When fourteen years old, Mr. Liebke was engaged in the furniture business. Later he went to San Francisco, Cal., and engaged in various occupations. In 1856 he returned to St. Louis and again entered the furniture business. He entered the mill and lumber business in 1858 and in 1886 became the sole owner of the company with which he was connected until his death.

He was a pioneer in barging on the Missouri river. In 1864 he brought out logs at great hazard, because no insurance company would take the risk. He was one of the first to load barges with logs by derricks on the lower Mississippi river, and to have them towed to St. Louis. In 1905-6 he was the president of the Lumbermen's Exchange of St. Louis, and was also a member of the Mercantile Club. He is survived by three sons and one daughter.

A Lumberman's Handbook

H. R. A. Baughman, of Indianapolis, Ind., has just issued a new edition of his "Buyer & Seller", which is a handy book containing a vast amount of information of value and interest to lumbermen, carpenters and builders. Many new ideas made it necessary to change the style of the book and as a result it is considerably more comprehensive than previous issues. This is the twelfth edition.

In rewriting the text all articles were put as far as possible in a rational order. Each table will give a greater range of sizes than the tables in former issues. This publication first came out twenty-five years ago, and while each year it has undergone extensive revision, the changes this year are much broader than ever before. The book contains tables for every size and dimension of lumber, gives information as to lumber weights, figuring tapering lumber, length of rafters, how to figure flooring, siding, shingles, etc. In fact, practically everything necessary for lumbermen to know in connection with the mechanical details of the business is shown in the book.

Important Mississippi Timber Purchase

T. J. Spragins & Son are reported to have closed a deal whereby the Honochitto Lumber Company of Bude, Miss., will dispose of all of its hardwood timber situated on its holdings at Franklin and Amite counties, Mississippi. There is an estimated stand of 100,000,000 feet of hardwood on the 100,000 acres of property owned by this company. Most of this timber runs to white oak and poplar. The hardwood will be cut in the woods with the pine, but will be delivered separately to Bude to which point the mill will be moved from Fenwick, its present location.

Exports and Imports of Lumber for July

The monthly summary of Commerce and Finance, issued by the Bureau of Foreign and Domestic Commerce at Washington, shows that the total import value of all woods and manufactures of wood in July, 1912, was $5,992,621 as compared with $4,900,897, the total value for July, 1911.

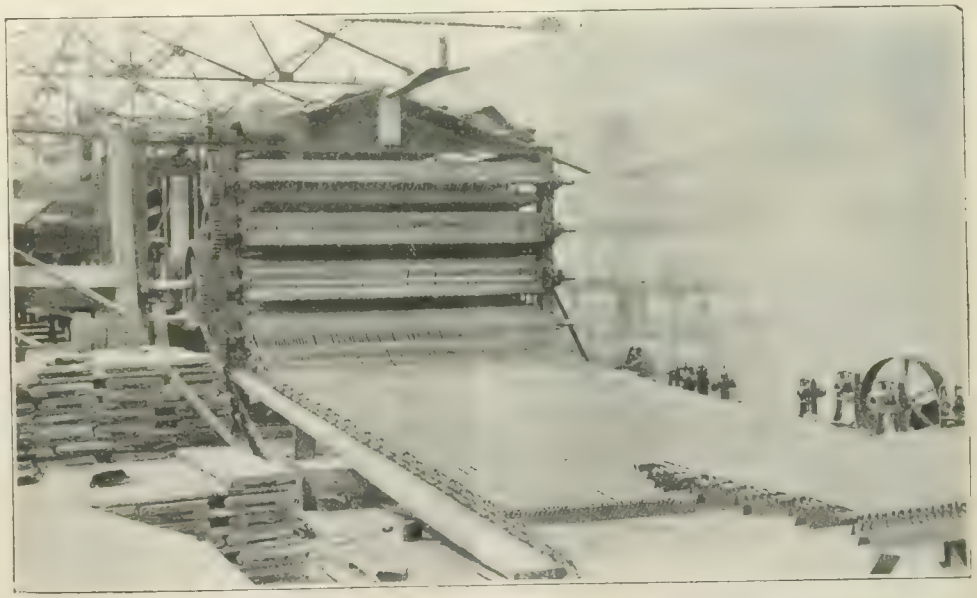
The total value of pulp woods imported during this period in 1912 was $898,636, which is an increase of about $150,000 during the year. Cabinet woods valued at $119,349 were brought into this country from abroad during the past July. Such manufactures of lumber as boards, planks, deals and other sawn stuff to the value of $2,666,653 were imported during July, 1912. The import value of these commodities in July, 1911, was $1,597,341. The import value of furniture increased during the year by about $14,000, but aggregated only $54,347 in July of this year.

The total export value of all wood and manufactures of wood increased from $8,100,863 in July, 1911, to $10,215,464 in July, 1912. The total export value of all round timber this year was $462,600 as against $316,421 in July, 1911.

Hewn and sawed timbers valued at $1,119,712 were exported in July, 1912, as compared with export value for this stock of $1,037,522 in July, 1911. There was an increase in the export value of all lumber, including boards, planks and deals in cypress, gum, oak, pine, poplar, redwood and spruce from $4,092,413 in July, 1911, to $5,274,790 in July, 1912. To this is added an export in joists and scantlings which decreased from $60,906 in July, 1911 to $41,100 in July, 1912. Figures are not available for the export of railway ties in 1911, but in July, 1912, 514,889 ties, valued at $216,002, were shipped from this country. The export value of furniture during the same period increased from $401,062 to $524,379. Such exports as wood pulp, woodenware, trim, mouldings and house finishings, hogshead and empty barrels; sash, doors and blinds; shingles, headings and boxes, all show gratifying increases in export value. The only important commodity which showed any marked decrease was staves, the export value of which fell off from $747,597 in July, 1911, to $650,080 in July, 1912.

A Valuable Catalogue

The Philadelphia Textile Machinery Company has issued a catalogue in neat booklet form which contains a treatise on the subject of veneer drying, dedicated to the veneer industry of the world. It deals objectively with the "Proctor System" drying machinery, which is manufactured by this concern; giving photos and important details of the system, and incidently quoting the opinions and approval of some of the leading houses in the veneer trade who have employed the Proctor system in their extensive plants. The company will forward a copy of this catalogue on request to any veneer manufacturer. If he is sufficiently interested, and none of the houses mentioned now using the process are convenient for investigation, other names will be cheerfully furnished and expert men, employed for the purpose, will accompany anyone interested to some convenient point where the dryer may be seen turning out all kinds of veneer.



PHILADELPHIA TEXTILE VENEER DRYER IN COURSE OF CONSTRUCTION

As the drying process in the veneer manufacturing industry is most important, this catalogue must unquestionably prove a valuable piece of literature for all those connected with this line of business. Among the many concerns listed as using the latest type Proctor veneer dryer are the Kiel Wooden Ware Company, Mellon, Wis.; Virginia Veneer and Panel Company, Norfolk, Va.; C. L. Willey, Memphis, Tenn.; Standard Veneer Company, Stockholme, Me.; Blair Veneer Manufacturing Company, North Troy, Vt.; Tennessee River Veneer Company, Sheffield, Ala.; Buffalo Veneer Company, Buffalo, N. Y.; Mengel Box Company, Hickman, Ky., and others in every section of the country.

Ocean Rate Situation

A member of the Lumbermen's Association of New Orleans read a paper at a recent meeting of the association, giving an analysis of the ocean rate situation and the causes of high freight rates. In his analysis the speaker referred to the ocean freight market and the transportation of forest products, stating that while ocean freights affect the export business, the export business does not correspondingly affect ocean freight rates. He further contended that the main factors contributing toward higher or lower rates are shipments of grain or fodder from all over the world. In this country the most influential factor is the movement of corn.

The last decade has shown unusually low rates for ocean freightage, but as is usually the case, an extreme in one direction will ultimately lead to an extreme in the other. The reswing from the low to the high side of freights commenced in 1911, when with the destruction of fodder crops in Europe, there was a great demand for American agricultural products. This was immediately followed by world-wide improvement in trade, and in consequence a general increase in freight shipments. With this condition continuing in force, it is evident that there has been and will continue to be a vast increase in the demand for ocean freight carriers.

Other direct contributing factors to the scarcity of bottoms and to advanced freight rates are the low standard of equipment which the freight lines have maintained for several years on account of poor business and also the fact that the cost of operating the steamers has increased materially, due to an actual increase in the cost of labor and supplies. Therefore, with normal conditions contributing to increased ocean rates and reports of abnormal crops coming from all sections of the country, the result is inevitable.

The growing demand of new industries and the increased services required by old trades have absorbed large numbers of steamers, and consequently fewer vessels are now open for employment than has ever been reported.

Miscellaneous Notes

The Grayling Lumber Company commenced operating its new mill at Arkansas City, Sept. 21.

The Herkimer Furniture Company has been incorporated at Herkimer, N. Y., its capital stock being $50,000.

The Hill Mining and Lumber Company, Lynchburg, Va., was recently incorporated with a capital of $50,000.

An increase in capital stock from $150,000 to $350,000 has been made by the St. John Lumber Company, Muncie, Ind.

The Williams Brothers Company, large manufacturer of last blocks at Cadillac, Mich., has increased its capital to $100,000.

The sawmill of the Richmond Cedar Works at Holly, Va., was recently destroyed by fire, the loss being estimated at $100,000.

W. H. Cook & Co. have recently commenced business at Warsaw, Ill. They will manufacture veneers and operate a sawmill.

The Webster Basket Company has been incorporated at Webster, N. Y., with a capital of $50,000, to manufacture baskets, crates, etc.

The C. F. Thauwald Company, manufacturer of mantels at Cincinnati, O., has begun the manufacture of high-grade bedroom furniture.

The Northern Forest Products Company has been incorporated with an authorized capital of $50,000, to engage in business at Duluth, Minn.

The Burkwunkle-Hendershot Company is a newly incorporated concern at Louisville, Ky., to manufacture woodenware. It is capitalized at $4,000.

The George Webster Lumber Company announces that its accounting and general offices have been moved from Swanton, Vt., to 21 Besse place, Springfield, Mass.

W. H. Traftus, president of the Northern Veneer Company, Washburn, Maine, advises his concern has its mill well under way, and will be ready to operate early next year, when it will manufacture birch veneers for all purposes.

Harry E. Daugherty, Thompson B. Ashby and Fred F. Ashby are the directors of the newly organized Wabash Veneer Company at Indianapolis, Ind., with a capital of $30,000.

The King Furniture and Manufacturing Company has been incorporated at Warren, O., with a capital of $10,000. George Bunting, W. O. Ormsby, A. C. Burnett, F. C. McMahon and A. E. Wonders are the incorporators.

Among the recent Arkansas incorporations are the Morton Mercantile and Handle Company at Morton, with an authorized capital of $10,000, and the Pine Bluff Spoke Company, Pine Bluff, with a capitalization of $30,000.

A new incorporation at Dayton, O., is the Dayton Lumber Company, with a capital stock of $20,000, the incorporators being J. S. Halen, C. J. Simonton, J. A. Cling, Charles Linquist, Charles V. Lundberg and C. O. Johnson.

The Ahnapee Veneer and Seating Company, manufacturer of built-up panels and veneers at Algoma, Wis., is erecting a two-story concrete factory and office addition to its plant, which will probably be ready for occupancy by Dec. 1.

The Allen & Higgins Lumber Company, formerly of Spear & Howard streets, San Francisco, announces that it has removed its offices and yards to 423-439 Sixth street, that city. This concern deals in hardwood lumber and veneers.

A new corporation at Sanford, Me., is the Northern Maine Lumber Company, with a capitalization of $10,000. Moses S. Moulton of Sanford is president, and George W. Hanson of Sanford, treasurer. The company will deal in timberlands, timber, logs and lumber.

The Kentucky Coal and Lumber Company, Lexington, Ky., has filed articles of incorporation, with a capital of $500,000. The incorporators are: George W. Reese, Charles S. Long, A. P. Stephens, Alice Jenkins, J. J. Dougherty of Johnstown, Pa., and T. T. Forman of Lexington.

An American Consulate report from a Russian district states that in 1910 walnut logs valued at $26,815 were exported from that country while the export value of the same commodity in 1911 was $87,000. Russia exported wood pulp valued at $408,026 in 1910 and $311,407 in 1911.

The Smoky Mountain Lumber Company, Knoxville, Tenn., has been incorporated with a capital of $5,000, by J. T. Holt, Paul E Templeton, L. C. Harrison, Russell Harrison and H. H. Clements. The company has purchased sawmills and also has 8,000 acres of hardwood timber in Sevier county, Tenn.

Ties, lumber and timber will be manufactured by the newly organized Covington Tie and Lumber Company of Covington, Va. The incorporators of the company are J. F. Greenlee, R. Wilton and W. C. Greenlee of Charleston; J. S. Riffle of Poca, W. Va., and A. W. Riffle of Leon, W. Va. The capital of the company is $5,000.

On Sept. 1, E. V. Babcock & Co., Pittsburgh, Pa., was merged with the Babcock Lumber Company, a corporation composed of the four Babcock brothers as stockholders. This change was made so as to give O. H. Babcock and C. L. Babcock a financial interest in the selling end of their business. There is no change, however, in the location or business of the company.

The Lake Charles Veneer Company has been organized and incorporated with a capital of $10,000. It will manufacture veneer boxes, crates, etc., as well as handle a furniture stock at Lake Charles, La. The incorporators are S. H. Spangler, F. W. Wilcox and J. B Kent, Jr. S. H. Spangler is president of the company, F. W. Wilcox, vice-president and Mr. Kent, secretary.

Henry J. Lutcher, millionaire lumberman of Orange, Tex., died of paralysis on Oct. 2. Mr Lutcher was president of the Lutcher and Moore Lumber Company of Orange; president of the Lutcher and Moore Cypress Lumber Company, Lutcher, La., and president of the Lutcher, Stark and Brown Real Estate Company of Orange, Tex. Mr. Lutcher was widely known in the lumber trade.

Mrs. Gertrude E. Cottle, wife of E. W. Cottle, president of the Curtis & Pope Lumber Company of Boston, Mass., and daughter of Benj. F. Cobb, formerly editor of The Lumber Review, died recently at the Cottle summer home at Harvard, Mass. Mrs. Cottle was a faithful worker in the Second Congregational Church of Dorchester, Mass., and took active part in club and social circles, and was an accomplished musician.

Hardwood News Notes

CHICAGO

Walter H. Crim of C. M. Crim & Son, Salem, Ind., manufacturers of Indiana hardwood lumber, called at HARDWOOD RECORD offices on Oct. 9. Mr. Crim was returning from a two weeks' vacation.

It is announced from the offices of The Madera Company, El Paso, Tex., that W. M Platt has been appointed assistant sales manager and will be located at El Paso.

The September issue of the Lumbermen's News, issued monthly by the Lumbermen's Association of Chicago, looks even better than previous issues. This is a pamphlet started four months ago in the interest of the local trade. It contains four pages of suggestions and personals devoted to Chicago lumber business.

J. G. Marsh of the Huddleston-Marsh Lumber Company, Chicago, recently returned from a week's trip to New York where he picked up some nice Circassian walnut logs. Mr Marsh reports that conditions with his company, which deals in lumber and veneers of foreign woods, are very gratifying.

Osgood & Richardson, one of the most recent additions to the wholesale hardwood trade of this city, have recently moved their offices to room 925 Peoples Gas building.

Wm. C. Schreiber & Co. are well established in their new yard and offices in the twenty-second street district of Chicago, where Mr Schreiber has established a wholesale yard and storage business.

A. E. Gorham of the Gorham Brothers Company, Mt. Pleasant, Mich., was in Chicago September 25. Mr. Gorham had made a trip to Milwaukee to witness the auto races in that city. He stated that the panel plants are loaded with orders.

W. D. Reeves of the W. D. Reeves Lumber

Company of Helena, Ark., spent Saturday of last week in this city and favored HARDWOOD RECORD with a call.

The entertainment committee of the Chicago Lumbermen's Club has provided for an elaborate entertainment on the evening of Oct. 12, to be staged in the club rooms. Everything possible has been done to make the affair enjoyable and to bring out a large attendance.

HARDWOOD RECORD is just in receipt of the September issue of McIlvain's Lumber News published by J. Gibson McIlvain & Co., of Philadelphia.

L. H. Wheeler of the Wheeler-Timlin Lumber Company of Chicago and Wausau, Wis., returned early last week from a two weeks' business trip in the North.

T. G. Jones, manager of the Minneapolis branch of the G. W. Jones Lumber Company, Appleton, Wis., was in Chicago during the past week in conference with A. H. Ruth of the local office.

G. von Platen of Grand Rapids, Mich., spent Oct. 3 in this city on business.

O. P. Hurd, Jr., of Cairo, Ill., was in town on Oct. 5 in conference with his local selling representative, J. S. Hurd.

W. B. Burke, sales manager of the Lamb-Fish Lumber Company, Charleston, Miss., spent last week in Chicago.

Park Richmond of Park Richmond & Co., this city, has returned from a trip to southern mill points, where he had great difficulty in securing any reasonable amount of dry hardwood lumber.

R. H. Edwards of the Edwards-Fair Lumber Company, Lansing, Ark., spent a few days last week in the local trade.

H. F. Below of Vollmar & Below Company, Marshfield, Wis., passed through Chicago on Tuesday on his way to Detroit.

F. M. Baker of the Hardwood Mills Lumber Company, this city, is on an extended buying trip to southern points. H. C. Miller of the same company is scouring northern mill points for hardwood stocks.

J. H. Mingea of the Faust Brothers Lumber Company, is another member of the local trade who has just completed a trip to southern mills, where he took up considerable quantities of hardwoods for his concern.

NEW YORK

The plant of the C. R. Partridge Lumber Company, Jersey City, N. J., has been sold to the Interstate Lumber Company for $126,150. The deal includes twenty-five lots and other property with stock, fixtures, lumber on hand and stock carried by W. H. & M. H. Partridge and the George J. Kummerle Lumber Company, Brooklyn, allied concerns.

C. W. Manning, wholesale hardwoods, 66 Broad street, returned during the fortnight from a European business trip.

E. W. Hill, for many years identified with the hardwood inspection work of the Metropolitan district, has opened an office for specializing in that class of work at 2101 Church avenue, Brooklyn.

George Walker, formerly of the wholesale hardwood house of Gouverneur E. Smith & Co., has opened an office in the Marbridge building, Manhattan, and will conduct a wholesale business on his own account.

An involuntary petition in bankruptcy has been filed against the William A. Ballance Company, lumber dealer, 122 Wallabout street, by the Tide Water Lumber Company, the White, Potter & Paige Manufacturing Company and J. Gibson McIlvain & Co., who allege they are creditors with respective debts of $1,740, $1,697 and $218 on notes.

On Sept. 21, at Craigston, Windham, Mass., Miss Ellen Bradshaw of Brookline, Mass., was united in marriage to Julian Rice, head of the New York office of the Rice & Lockwood Lumber Company, Springfield, Mass. Miss Bradshaw is the daughter of Mrs. Charles Bradshaw. After an extended honeymoon Mr. and Mrs. Rice will take up their residence at 454 Riverside drive, New York.

Harold Weston, prominent lumberman of Jacksonville, Fla., arrived here last week from a lengthy sojourn in Europe. He was accompanied by Mrs. Weston.

Wm. Schuette & Co., prominent wholesale house, 1 Madison avenue, removed on Oct. 1 to a handsome suite of offices at 220 Fifth avenue, corner of Twenty-sixth street.

W. J. Eckeman of the M. B. Farrin Lumber Company, Cincinnati, O., spent several days in town during the fortnight enroute to Europe for a business and pleasure trip. He sailed from here on Sept. 26 via the Hamburg-American line and will be gone several weeks, during which he will visit the leading lumber markets in England and the Continent.

W. H. Partridge, formerly of W. H. & M. H. Partridge, Newark, N. J., who recently became involved in the financial difficulties of the Charles R. Partridge Lumber Company, has leased the premises formerly occupied by the Cabot Manufacturing Company, 1416-1428 Adams street, Hoboken, N. J., including considerable yard space and complete mill plant. Mr. Partridge will conduct a general hardwood business at that point.

Hamilton Love, of Love, Boyd & Co., wholesale hardwoods, Nashville, Tenn., spent several days in town during the fortnight.

D. D. Nellis of John M. Woods & Co., Memphis, Tenn., spent several days in town during the fortnight in the interest of business.

Sam E. Barr, wholesale hardwoods, 1 Madison avenue, is on a business trip to Middle West hardwood points picking up stock for his local trade.

The executive committee of the National Wholesale Lumber Dealers' Association held an important meeting at headquarters, 66 Broadway, Manhattan, on Oct. 2. Routine matters were discussed and plans mapped out for fall work. There was a full attendance of the committee.

BOSTON

There has been a moderate volume of new business reported in the market for hardwood lumber during the past two weeks. Prices throughout the market are very firmly held with the tendency toward a higher level, especially for lumber sold for anything like prompt delivery. The car shortage is making itself felt and some manufacturers write that it is impossible to get cars to make shipments on time. Large manufacturing plants which are consumers of hardwood lumber are carrying fair sized stocks in some instances, but in the majority of cases they are good weekly buyers. The demand for veneers is moderately active and manufacturers anticipate a good fall business. One of the strongest features of the hardwood market is plain oak in thick stock. Offerings of this class of lumber have been very small with demand good. Quartered oak has also been attracting more attention, and buyers have been willing to place more liberal orders. The demand in this market for brown ash is fairly good, but chestnut and elm move rather slowly.

Arthur M. Moore was united in marriage Wednesday evening, Oct. 9, to Miss Sarah Raymond Pendergrace, daughter of Mr. and Mrs. Edward H. Pendergrace, of Wakefield, Mass. Mr. Moore is well known in the Boston lumber trade through his long connection with William E. Litchfield. Mr. Moore has been in Mr. Litchfield's employ for the past fourteen years and for the past four years has been assistant secretary and treasurer of the Massachusetts Wholesale Lumber Dealers' Association. Mr. and Mrs Moore will reside in Melrose Highlands.

The plant of the Central Lumber & Supply Company, New Bedford, Mass., which was recently damaged by fire, will be rebuilt.

The United States Clothespin Company, Montpelier, Vt., has purchased the equipment and good-will of C. C. Putnam & Son of Putnamville, who also are manufacturers of clothespins.

The building in Bradford, Vt., occupied by Church & Hooker, veneer manufacturers, was recently badly damaged by fire, causing a loss estimated at about $20,000.

The Springfield Manufacturing Company, manufacturer of portable houses, Springfield, Mass., will remove its business to Keene, N. H. The company was formerly known as the Springfield Portable House Construction Company.

The Decatur & Caddick Lumber Company is the name of a new concern to start in business in the Charlestown district, Boston. Both Messrs. Decatur and Caddick were formerly with the Clark & Smith Company, hardwood lumber dealer, which concern has been liquidating its business.

John M. Woods of John M. Woods & Co., Cambridge, hardwood lumber dealers, has been attending the fourth National Conservation Congress in Indianapolis as a delegate from the National Wholesale Lumber Dealers' Association and the National Hardwood Lumber Association

D. A. Webster and O. S. Webster will open a wholesale lumber office in Springfield, Mass., as a branch of the firm of George Webster & Sons, lumber dealers of Swanton, Vt.

BUFFALO

About four hundred foreign visitors, delegates to the International Chambers of Commerce meeting at Boston, were entertained in this city on October 1, being taken to the Country Club and various local industrial plants, and later given a banquet at the Lafayette hotel. The visitors were leading business men of over forty different countries. The hardwood men took a prominent part in the entertainment, which proved highly satisfactory.

Several thousand feet of birch and maple lumber were destroyed by a fire at the plant of the Buffalo Maple Flooring Company on October 1. The loss is estimated at $3,000. A stock of 500,000 feet of flooring escaped the flames.

W. Clyde Sykes, son of President W. L. Sykes of the Emporium Lumber Company, was married at Syracuse on October 1 to Miss Marion I Chappell of that city. Members of both families and a few friends were present. Mr. Sykes is connected with the company's operations in the Adirondacks and after December 1 will make his home at Conifer, a new town which the company has been building in that section. He has had charge of the company's operations there for some months, spending but little time in Buffalo.

The Standard Hardwood Lumber Company has about completed and is now occupying its handsome new office on Baitz avenue. The office room is very commodious and upstairs will be rooms for a caretaker and a dining-room for employes.

Hugh McLean has gone to the South, where he will inspect the company's mill. R. D. McLean has just returned from an extended visit to the South.

H. A. Stewart has returned from a business trip to Charleston, W. Va., where he looked after the shipping of a good stock of lumber. The yard reports a better demand for hardwoods, including chestnut.

Anthony Miller finds the trade in hardwoods picking up. The chief drawback at present is the scarcity of cars. There is also a lack of labor in the local market.

F. M. Sullivan has been keeping in mind the opening of the hunting season here and in Canada, and has been out once or twice so far in the hope of finding a plentiful supply of pheasants, in which he was rewarded.

J. B. Wall of the Buffalo Hardwood Lumber Company recently left for a two weeks' trip through the South. He expects to buy a good stock of hardwood lumber before returning.

B. E. Darling of Blakeslee, Perrin & Darling has recently been on a business trip to Ohio, looking after the purchase of lumber.

The National Lumber Company has been getting in stocks of maple and oak. It reports that business last month was very good, with a fair prospect that the present month will be good also.

PHILADELPHIA

The pronouncement of J. W. Turnbull of the J. W. Turnbull Lumber Company is that business is swinging around to excellent shape. The car shortage only is giving trouble, even sections never before inconvenienced are feeling it. This concern has recently contracted to handle the output of the Bristol Door & Lumber Company, Bristol, Tenn.

Charles F. Kreamer, manager of Kreamer & Co., has just returned from a trip through eastern Pennsylvania where he bagged some desirable orders. He says business is picking up all along the line, and the outlook is promising. He is about to make a tour of the southern lumber camps as far as Tennessee, and will visit all the mills with which he is connected, to size up stock conditions. The house has engaged W. J. Kreamer, formerly superintendent of the logging department of the Dare Lumber Company, Elizabeth City, N. C., as salesman to cover part of New Jersey and New England territory.

Robert W. Tunis of the Tunis-Cockey Lumber Company says business is running along smoothly. Some excellent hardwood has been secured, the shipping of which, however, is considerably delayed at this time by the lack of cars. J. H. T. Cockey has for several weeks been scouring the hardwood centres for desirable stock. The company has secured an up-to-date lumberman who will devote his whole time in the South to buying hardwoods.

Arthur W. Kent, secretary and treasurer of the J. S. Kent Company, says his firm has no trouble in selling lumber at this time; the difficulty lies in getting the stuff. It is sold up on some lines. Prices are firm and inclined to go higher..

Henry A. Russell of Howes & Russell, reports steady trading, with a favorable outlook. The Birch River Lumber Company, Birch River, W. Va., owned and controlled by this firm, is about ready to commence manufacturing. Operations will be under the personal superintendence of Joseph P. Dunwoody, the well-known lumberman of Philadelphia.

John L. Rumbarger of the John L. Rumbarger Lumber Company, reports excellent business. He says his company is having the best trading it has ever had.

Daniel B. Curll is pleased over ample fall trading and satisfactory outlook. He recently returned from a trip through the Cumberland valley district and Baltimore, with a book full of orders. He reports that things are looking up all along the line. Mr. Curll recently acquired a large block of excellent hickory, in which he is specializing.

Samuel B. Vrooman of Samuel B. Vrooman & Co., Ltd., has returned from his summer trip to Nova Scotia and the Thousand Islands, looking the picture of health.

Among the recent visitors to the trade, and incidentally to the Lumbermen's Exchange rooms, were: W. H. Stevenson of Stevenson-Sperring & Co., Lockhaven, Pa., and George F. Alexander, treasurer and manager of the United Lumber Company, Springfield, Mass. W. L. Jack, treasurer of the Weston Lumber Company, Weston, W. Va., was the guest of George G. Barr of Beecher & Barr, at the Lumbermen's Exchange monthly luncheon.

The big lumber steamer, John A. Hooper, was launched at Wilmington, Del., Sept. 21. The vessel is for the California lumber trade.

The business existing between Charles P. Maule and the estate of Henry Maule, under the firm name of "Charles P. Maule," has been dissolved by limitation on Sept. 22, the capital contributed by said estate of Henry Maule having been withdrawn. The business will be continued by Charles P. Maule individually.

The Pacific Lumber and Commercial Company was recently incorporated under Delaware laws, with a capital stock of $500,000.

The Madelva Land & Lumber Company was incorporated by Robert J. Clendaniel, Ellendale, Del. It is capitalized at $50,000.

The Hadentine Lumber Company was recently incorporated under New Jersey laws. Harry R. Humphreys, Wilfred B. Wolcott, Clinton I. Evans, Camden, N. J., are the incorporators.

PITTSBURGH

The Thomas E. Coale Lumber Company is getting some good shipments out of Kentucky. It took wisdom from its West Virginia delays and placed some of its orders in Kentucky, where the car shortage is not so bad at present.

The Mutual Lumber Company, organized recently by M. Riely and H. E. Ast, old veterans of the American Lumber & Manufacturing Company, is getting started in fine shape at its office in the First National Bank sky-scraper. Mr. Ast has been at the mills a good deal lately, and is making excellent connections.

The West Penn Lumber Company finds that yard sales are getting larger. Poplar and oak are splendid sellers, Mr. Erving says. He doesn't believe that politics is going to affect the situation but a very little if any this fall.

C. F. Keasey Lumber Company of West Winfield, Pa., has bought a tract of white oak near Mars, Pa., on the Baltimore & Ohio, and will cut it off shortly for piling.

The McDonald Lumber Company is cut out near Sheffield, Pa., on the Baltimore & Ohio, and has a fine lot of birch and maple timber almost dry enough for shipment. Another operation is contemplated by this company.

George Camp, Pittsburgh manager of the Camp Manufacturing Company, is happy over the present situation and prospects for future business. He is one of the lucky fellows who did not overload himself with orders last spring at low figures.

The Kendall Lumber Company is arranging to start cutting its big oak tract of 22,000 acres of timber on the Cheat river in West Virginia. This will be made very accessible by the new railroad which is now being built up the Cheat river valley.

The Newell Brothers Lumber Company, which was in business several years ago in the Empire building in this city, discontinued its office here a few months ago and is now bankrupt. Its assets are about $72,000 and liabilities $200,000. The company had an operation in West Virginia.

Joseph J. Linehan reports business very satisfactory from the hardwood trade. He believes that prospects are excellent for fall and winter business. Prices are on a more satisfactory level and may go higher.

The A. M. Kinney Lumber Company recently bought another tract of oak and hardwood in western Pennsylvania which it expects to cut off in the near future.

BALTIMORE

The Pioneer Hardwood Flooring Company has been organized here with a capital stock of $25,000, and has commenced operations in a factory on the southwest corner of Fleet and President streets. The president of the company is Walter T. Startzman, vice-president and treasurer, John Ryan, and secretary, F. A. Broadbent. S. D. Riles will superintend the mill, which, when in full running order, will have seven Berlin No. 87 tongue and groove planers. Only oak flooring will be turned out. The machinery is being driven by electricity, a 70 horse power motor having been installed. The power is generated at the factory of the Felippe A. Broadbent Mantel Company, a short distance away, of which Felippe A. Broadbent is president

The Champion Lumber Company, which some time ago purchased the mill and timber holdings, together with all other assets of the Pigeon River Lumber Company, along the Pigeon river in North Carolina, has decided to erect a large mill at Sunburst, on the tract. The plant is to be of large capacity, and will furnish much traffic for the road being extended to Canton, N. C., on which work is rapidly progressing. The plant at Mt. Stirling has been improved and enlarged and the output materially increased. Charles I. James, one of the chief owners of the stock holders in the Pigeon River Lumber Company, is largely interested in the Champion company.

Among those at the concatenation of Hoo-Hoo held at the Hotel Monticello, Norfolk, Va., on Sept. 19, was E. Stringer Boggess of Clarksburg, Va., who took a prominent part in the proceedings. Another was Harvey M. Dickson, president of the Dickson Lumber Company of Norfolk and president of the National Lumber Exporters' Association. Mr. Dickson acted as toastmaster at the dinner that followed the ceremony of initiating nine candidates, the event proving very enjoyable. Dan Richardson of Menominee, Mich., was also one of the guests.

S. Robb Eccles, well-known Baltimore lumberman, has been appointed vicegerent snark for this jurisdiction for another year and will endeavor to arrange a concatenation about the time of the annual meeting of the Baltimore Lumber Exchange in December. He was reluctant to retain the honor, but the Snark of the Universe would not take no for an answer.

J. McD. Price, secretary of the National Lumber Exporters' Association, recently returned from an extended trip to members of the organization in the South, and to confer with exporters generally.

The hardwood business is in such good shape at the present time that Richard P. Baer & Co. feel encouraged to take under consideration the fitting up of a mill in Mississippi. They have another plant in operation near Mobile, Ala. The output of this mill has been augmented of late, but additional productive facilities are needed, and in the near future the Mississippi operation will be undertaken. Albert O. Thayer, the mill manager at Mobile, who has been on a vacation trip north, has returned to his field of activity and will take up the matter of the new mill.

Vessels arriving here from Liverpool have brought to this port in the last few weeks some thirty large African mahogany logs for the Williamson Veneer Company at Highlandtown. The logs are finely figured and will be worked at the factory of the company. Another large consignment is on the way aboard the Templemore, which is expected to get in next week.

COLUMBUS

A fire in Columbus damaged the plant of the Scioto Box Company, located on West Broad street, to the amount of several thousand dollars. Damage was also done to several other plants in that vicinity. S. D. Morgan of the Imperial Lumber Company is president of the Scioto Box Company.

Efforts are being made by interested parties in the C. T. Nelson Column Company to bring about a reorganization of the concern and take it out of the hands of Receiver Gerhart. It is said that the plans are progressing satisfactorily and definite announcement will be made soon

H. C. Creith of H. C. Creith & Co. has returned from a visit to the markets in northern Ohio and Michigan recently.

J. A. Ford of the Imperial Lumber Company reports a good demand for all grades of hard woods. He says stocks are scarce and that the car shortage is having a serious effect. Mr. Ford cannot see any hope for improvement in the future supply of cars.

M. A. Hayward of M. A. Hayward & Son says conditions in the hardwood trade are better than ever. Stocks are pretty scarce and oak flooring especially is in good demand. There is a good sale of all varieties and grades of hardwoods and prices are ruling high.

W. L. Whittacre of the Whittacre Lumber Company was called out of town early in October on a business trip.

L. B. Schneider, sales manager of John R. Gobey & Co., reports unchanged conditions in the hardwood trade. He says prices are ruling high and dry stocks are scarce in every locality. The worst feature of the trade is the lack of cars.

F. B. Pryor of the W. M. Ritter Lumber Company says trade in hardwoods is very good in every locality. The car situation is unchanged and there is little hope for improvement. The worst situation is on the C. & O. Lines, where cars are very scarce and the lower grades are moving good. There is no accumulation of stocks in any of the grades. Retailers are insisting on prompt deliverance if possible. The manufacturing people are buying better, especially those engaged in the automobile, implement and vehicle business.

W. M. Ritter of the W. M. Ritter Lumber Company has returned from a ten days' inspection trip to the markets in North and South Carolina.

J. W. Mayhew of the W. M. Ritter Lumber Company left for a two weeks' vacation trip about the first of October to his old home in Coal Grove, Ohio.

A. C. Davis of the A. C. Davis Lumber Company reports better foreign conditions in hardwoods with a good demand for all varieties. He says stocks are scarce in every location.

Sales Manager Buskirk of the General Lumber Company says trade in hardwoods is very strong and factories are buying more liberally. The company sells almost exclusively to the factory trade. Mr. Buskirk says prices are ruling firm in every grade.

The Powell & Rowe Lumber Company reports a good demand in hardwoods from every portion of the territory covered by that concern.

INDIANAPOLIS

W. W. Knight of the Long-Knight Lumber Company, has returned from New York.

Assets of the Planett Lumber & Manufacturing Company, Laporte, will be sold on Oct. 15 by the Security Trust Company, trustee, Indianapolis.

The sawmill, planing mill and other property of the Beatty & Doan Company at Ossian, was destroyed by fire on Oct. 3, with a loss of $25,000, on which there was $11,000 insurance.

Building permits issued in the city during September amounted to $1,000,540, as compared with $750,280 in the corresponding month of 1911.

Harry E. Daugherty, Thompson B. Ashby and Fred F. Ashby have organized the Wabash Veneer Company in this city, which has been incorporated with an authorized capitalization of $30,000. A new plant is being erected by the company at Massachusetts avenue and Adams street.

The Eaglesfield-Stewart Company, which manufactures parquetry and hardwood flooring, has occupied its new three-story brick plant, 80 by 235 feet, at 920 Dorman street. It has sold its old plant at Dorman and Pratt streets.

With an authorized capitalization of $5,000 the Sanders Cabinet Company has been organized and incorporated in this city to manufacture office furniture and fixtures. Those interested in the company are E. W. Zaiser, P. E. Brown and T. Sanders.

Miss Helen Miriam Talge, daughter of Mr. and Mrs. John H. Talge, and Paul Owen Brown were married at the home of the bride's parents in Morton place on the evening of Oct. 3. Mr. and Mrs. Brown have gone away on a wedding trip. They will make their home in Chicago.

Local lumbermen gave a dinner at the Columbia Club on the evening of Oct. 4 in honor of Capt. John B. White, a lumberman of Kansas City, and the retiring president of the National Conservation Congress. The guests included lumbermen and foresters who attended the congress and lumbermen of the city and state. Joseph G. Brannum of this city was toastmaster. There were informal speeches by Captain White, C. H. Barnaby of Greencastle, president of the National Hardwood Lumber Association; E. G. Griggs, Tacoma, Wash., president of the National Lumber Manufacturers' Association; E. T. Allen, Portland, Ore., forester of the Western Forestry and Conservation Association; Dr. Herman von Schrenk of St. Louis, and John M. Woods of Somerville, Mass.

MEMPHIS

Business conditions here are very wholesome. This fact finds striking reflection in the bank clearings for September, which were more than $3,000,000 in excess of the corresponding month last year, which up to that time held the record for that particular month. All lines of business made substantial contributions to this splendid showing. The lumbermen in particular helped along, as they did a larger business than they had done for the corresponding month for several years.

Weather conditions in this section recently have been well nigh perfect for logging work, which has made very satisfactory progress. The amount of timber gotten out during the past four or five months has been unusually large and there is a plentiful supply in the woods. It is pointed out by some members of the trade that the log supply is above normal. Although this may be true, the fact remains, however, that the cut of southern hardwoods from Jan. 1 to the present time has been below rather than above normal. This is due in a large measure to the interruption growing out of the excessive rains during the spring and the overflow of the Mississippi river. Logging operations were practically suspended for about three or four months and the amount of hardwood lumber produced during that time was exceedingly small.

There is a rather full supply of southern hardwoods on hand at the moment, but no excess. Most members of the trade here are able to sell what they have to offer, and are finding very good prices therefor. The statement has been made by some interests that they were expecting lower prices on the theory of adequate timber supply and rather larger stocks in the hands of consumers and distributors. This view, however, is not shared generally by manufacturers for the reason that they do not lay any particular emphasis upon the large amount of timber brought out and for the additional reason that they expect a large demand for lumber. The experience of southern manufacturers during the past few years has been that the cut of hardwood lumber during the winter months has not been heavy and it is pointed out that if history should repeat itself this season, the present rather full supply of southern hardwoods might be changed to somewhat restricted offerings. There is no disposition whatever on the part of hardwood lumbermen here to shade prices in order to move lumber. On the contrary, pretty full values are demanded for what is sold. The transportation problem in its various phases is giving lumbermen a great deal of trouble. The railroads are not able to furnish anything like the number of cars needed for the prompt handling of lumber shipments. The scarcity of cars is also affecting the movement of logs to this centre and may prove a rather serious factor in the direction of curtailing production. Members of the trade here have been finding increasing difficulty in securing cars during the past fortnight and indications are that conditions will become rather worse than better in this respect. The movement of cotton is just beginning to get under way and every day means an increase in the amount of equipment needed to handle cotton shipments. The railroads have always, whether intentionally or not, given cotton shippers the preference over shippers of lumber and logs, and the situation this season promises an unusual amount of trouble. Even where empty cars are furnished it is difficult to get these moved after they have been loaded, and quite as difficult to get them through to destination as to get them moved at all. The lumbermen are holding conferences with the representatives of the traffic departments of the various railroads every day in the hope of being able to secure enough equipment to partially handle the business. Conditions are a great deal worse at outlying points where there is no competition than at Memphis proper.

Exporters are having all sorts of trouble this season. They are confronted with the probable withdrawal of through bills of lading on export shipments on the part of the eastern roads. The western roads have announced their intention of withdrawing such bills of lading by Oct. 15. It was thought at one time that the exporters, through their committee appointed for that purpose, would appeal to the Interstate Commerce Commission against this withdrawal of through bills of lading. It is pointed out, however, by a prominent official of the Lumbermen's Club, that the Interstate Commerce Commission has never required the railroads to file any tariffs on export shipments, with the result that if the present regime is suspended there will be no tariff governing the movement of export traffic. The exporters have, therefore, come to the conclusion that about the only thing they can do is to appeal to the Interstate Commerce Commission on the ground of alleged discrimination in favor of cotton and other exports as against themselves. Through bills of lading are issued on cotton shipments and the exporters do not see why it would be just for the railroads to withdraw through bills on lumber and allow a continuance of such bills on cotton and other freight. The withdrawal of such bills will make the handling of export shipments of lumber a very serious matter and will embarrass some firms in the financing of their business because of making it impossible for them to realize on the face of drafts on export shipments until such shipments have been placed on board the steamships and a "master's bill" is held therefor.

Another feature of the export situation is to be found in the requirements on the part of the railroads that exporters name the date of the sailing of vessels by which shipment is to be made to Europe or other foreign countries. This is an entirely new requirement and is one which is giving lumber exporters here considerable trouble. A prominent exporter said recently that, owing to his inability to name the date of sailing of the vessel which he intended to use, it had been necessary for him to unload several cars of stock which had been prepared for export. The exporters are protesting against this condition and one of the forwarding agents at New Orleans, representing exporters here and elsewhere in the South, has written to the Illinois Central Railroad Company, stating that, in the event of losses growing out of the delays

pedient to the requirements of those roads, suits would be brought against the railroad companies themselves.

On top of all of the foregoing troubles the lumbermen are threatened with an advance of from two to six cents per hundred pounds on northbound shipments of lumber as well as an advance of about two cents per hundred pounds on shipments to ship side to New Orleans and other ports. This is a result of an effort on the part of the railroad companies to bring about uniformity of rates as between hardwood and yellow pine shipments. It is certain that this proposed advance will be vigorously contested. This, so far as the lumbermen here are concerned, will be handled before the Interstate Commerce Commission by the Lumbermen's Traffic Bureau, which was recently organized here.

Announcement is made that the last spike has been driven in the new link of the Iron Mountain between Memphis and Marianna, Ark., known as the Memphis-Marianna cut-off. It will be necessary to ballast the road before it can be used, however, and the cut-off will not be available before Dec. 1. This cut-off reduces the distance between Memphis and New Orleans over the St. Louis, Iron Mountain & Southern, 28.3 miles, and gives that road a splendid line for export shipments. It is regarded as the most important piece of railroad work undertaken in the Memphis territory for some months.

The new mill of the Grayling Lumber Company at Arkansas City, Ark., which has been in process of construction during the past few months, has been completed and placed in operation. The mill is equipped with a double band saw and is capable of cutting 100,000 feet of hardwood lumber every twelve hours. The company is giving employment to about four hundred men. It has purchased a railroad which it is using in handling its timber and it is likewise making use of the Iron Mountain for that purpose.

C. R. Pew and F. Cason are interested in a company which has made plans for the building of a plant at Pine Bluff, Ark., to manufacture a new patented collapsible crate. These gentlemen have obtained the American rights of this patent.

The chair plant at West Helena, Ark., which was closed down some time ago for repairs, has resumed operations. It has a full crew of one hundred men at work. Peter Shaw is the new superintendent in charge. He was formerly connected with the Haywood-Wakefield Chair Company of Chicago and will seek to materially increase the output of the plant.

W. R. Barksdale, who has been prominently identified with the hardwood trade of Memphis for a number of years but who is now spending a considerable portion of his time on his orange ranch at Fresno, Cal., has just returned from a visit to the latter.

R. J. Lockwood, secretary of the Memphis Hardwood Flooring Company, has gone to the Pacific coast in the interest of his firm.

F. M. Baker, representing the Hardwood Mills Lumber Company of Chicago, is in Memphis.

John Penrod of Kansas City, who is interested in a number of hardwood enterprises in the South, has been spending some days in Memphis as the guest of E. T. Bennett of the Bennett Hardwood Lumber Company. Mr. Penrod has been playing golf over the local links and was very much elated early this week by virtue of his victory over Judge Prouty, of the Interstate Commerce Commission. Mr. Penrod has been playing golf for a number of years but it would be rather hard on Judge Prouty to say too much about the game of the former.

NASHVILLE

Building permits at Nashville for September amounted to $84,144.75, against $111,207.55 for the corresponding month of last year. The official list does not include important operations in the suburbs, where considerable building has been in progress.

Logging operations are now in progress on the Cumberland river and its tributaries. Lieberman, Loveman & O'Brien state that they have contracted for between 5,000,000 and 6,000,000 feet of timber in the river territory, and that advices received indicate large logging operations this year.

There has been a brisk demand for walnut. Representatives of foreign companies have been in this section, and have been buying all desirable walnut available at attractive prices. McCowan & Co., of Salem, Ind., have established yards here to buy walnut exclusively.

The Nashville Hardwood Flooring Company is making plans to increase its dry-kiln facilities from 700,000 to 900,000 feet. This company has recently had a number of export orders for flooring, as well as a brisk domestic trade.

John W. Love of New York was in Nashville recently. Mr. Love has charge of the New York offices of Love, Boyd & Co.

The plant of the Jackson Lumber Company at Jackson, Tenn., was recently damaged by fire, causing a loss estimated at about $30,000. The plant is owned by Evansville men, and was insured. It is understood that steps will be taken at once to replace the damaged building and machinery.

Local lumber shippers are beginning to feel the effect of the car shortage, which has been gradually increasing throughout this section. Many hundreds of cars are needed now in Nashville in all lines of business, and the outlook seems to be for a further shortage.

BRISTOL

Irving Whaley of the Whaley-Warren Lumber Company, who was appointed trustee for the creditors of the J. A. Wilkinson Lumber Company, Inc., and those of J. A. Wilkinson individually, at the first meeting since the filing of bankruptcy petitions, which was held in Bristol last week, is now engaged in making an appraisement of the property. The business will be wound up under the direction of the creditors. Another meeting will be held here Oct. 14, in the office of Referee in Bankruptcy H. H. Shelton, at which time J. A. Wilkinson will be further examined.

Work is soon to begin on the extension of the Virginia-Carolina railroad from its present terminus in Johnson county, Tennessee, to Wilesboro, N. C. The extension will penetrate a rich timber section and will result in the installation of a number of new mills.

Mr. Griffin of Pierce & Pierce, Ltd., London, England, is in the city arranging to take up export lumber contracts made by Mr. Wilkinson, with small mills in this territory, to the extent of $300,000. He will have the stock taken up and paid for as loaded.

The Peter-McCain Lumber Company has put its band mill in Bristol in operation and is now operating this mill and its planing mill full time.

Bristol hardwood lumbermen report more activity in business than for some time. Most of the mills are running and are behind with orders. The roads are in fair condition and there is considerable hauling from the small mills in this territory.

The Tyro River Development Company is going forward with plans for the installation of a large mill in Nelson county, Virginia, where it has purchased a large area of hardwood timber land.

Fred K. Paxton has returned from Charleston, W. Va., where he has been looking after the establishment and operation of the Paxton Lumber Company's new mill near that city, which is now running and cutting on a large new tract of hardwood timber recently acquired.

O. H. Vial of Waynesville, N. C., formerly of Elizabethton, Tenn., was a visitor here last week. He is engaged in the installation of a band mill at Waynesville, for the development of a large area of hardwood timber near that city. A new line of railroad is being built

LOUISVILLE

J. F. Barton, state forester of Kentucky, addressed the members of the Louisville Hardwood Club and their guests on Oct. 8 on the subject of "Forestry." Mr. Barton, who recently took charge of the newly organized work in this state, showed plainly that the lumberman and the forester may work hand in hand, since the efforts of both are to make the woods as profitable as possible. He was well received and his conference with the lumber manufacturers in the club proved mutually profitable.

Ed S. Shippen, president of the Louisville Point Lumber Company, is considering locating a sawmill in the South and has been inspecting timber tracts in that section of late. Exact plans for the new operation have not yet been made.

Wagon manufacturers have announced to the vehicle trade that prices are to be advanced Jan. 1. This is the first increase in a good many years, demand heretofore not having justified the step. Business has improved to a marked extent, however, and in view of the increased cost of materials the wagon men believe that they will be able to get the higher figures which are to be quoted.

Lumbermen took part in a trip of the Transportation Club around the city last Tuesday, the occasion being the second of a series of excursions to local industrial plants. The views of new terminal construction work by the railroads were particularly illuminating.

The state insurance board of Kentucky, which was created by the legislature last winter, has begun its work by cutting dwelling rates twenty-five per cent. Mercantile and special hazards will now be taken up. Sawmill men and planing-mill operators are uncertain as to whether they will get a decrease, as the insurance men have claimed that this line has been unprofitable, but they would welcome any action which would reduce the heavy burden of insurance expense. In this connection they have expressed interest in the plans for liability insurance through a mutual company being organized in Chicago. Details of the project have not been received, but it is hoped that the organization will operate all over the country.

The car situation is getting more acute. While the shortage of equipment is not so great in Louisville as to cause serious discomfort, it is hard to get cars at mill points, and this is resulting first in delay and next in cars being piled onto local switches "all in a bunch." This has resulted in difficulty in handling and excessive car service bills.

ST. LOUIS

W. W. Dings of the Garetson-Greason Lumber Company was in Kansas City recently, where he obtained some good orders for his house. He says conditions at the mills are all right in every way but in the car shortage. That is very bad and is greatly handicapping shipments.

E. W. Blumer, sales manager of the Lothman Cypress Company, recently returned from an extended trip through the North. Conditions in that territory are satisfactory, he says. Orders are plentiful and good prices can be obtained for prompt shipments. He looks for a big fall trade in this market from the northern section. Mr. Blumer was able to obtain a good volume of business.

Frederick Hooton, a lumber exporter from London, England, was a recent visitor in this city. From what he says, England is beginning to look to other countries than the United States to supply the English market. He says he found that nearly all the lumber cut and grown in this country is needed for home use. England re-

ently opened up a large source of supply in Japan, where hardwoods and lumber used for ordinary purposes are grown.

Quite a good run of business is reported by the Chas. F. Luehrmann Hardwood Lumber Company. Choice red gum is in especially good demand. The calls for red and white oak are also increasing.

Thos. E. Powe of the Thos. E. Powe Lumber Company is now located in his new lumber yard and finds everything quite satisfactory. The shipping facilities are much better than from the old yard. He reports quite a good trade on nearly every item on the hardwood list.

A decrease of $243,232 from the record of September, 1911, in building operations in St. Louis was shown by September, 1912. The total work authorized in September, 1911, was $1,490,995. That in September, 1912, was $1,248,763. The number of permits issued was forty-two smaller than for the corresponding month in 1911.

Receipts of lumber during September were 16,347 cars by rail and 206,000 feet by river. Receipts for September last year were 13,435 cars by rail and 193,000 feet by river, or 2,912 cars more by rail and 13,000 feet more by river in 1912 than in 1911. Shipments by rail during September this year were 11,168 cars and 56,000 feet by river. Shipments during September last year were 11,224 cars and 215,000 feet, showing an increase of 946 cars, but a falling off of 59,000 feet.

William F. Goessling, fifty-three years old, president and founder of the William F. Goessling Box Manufacturing Company, died last week. He was a native of St. Louis and had been in business twenty-five years. He is survived by his widow and three children.

MILWAUKEE

The will of the late George J. Foster, secretary of the Foster Lumber Company, Milwaukee, has been filed for probate. Mr. Foster left an estate consisting of personal property worth $20,000 and real estate valued at $60,000. He made provisions in his will for many of his relatives, besides his wife. Several charity gifts of $1,000 were made to local institutions.

The work of recovering the logs swept downstream during the July floods has been started by the various northern lumber companies. The Jacob Mortenson Lumber Company of Wausau will return the majority of its logs to its own mill, but many will be floated to Stevens Point as they cannot be recovered. The John Weeks Lumber Company of the latter city has purchased most of the logs which have been swept down below Rothschild. The Barker & Stewart Lumber Company and the Alexander Stewart Lumber Company have also sold most of their stray logs.

The Peshtigo Lumber Company has purchased a tract of timber containing from eight to ten million feet from Nadeau Brothers, Nadeau, Mich. Joseph Jacques has the logging contract, which will cover three or four years' work. The timber will be sawed and shipped to Peshtigo by rail.

The Kneeland-McClurg Lumber Co. of Phillips has started building operations on its new sawmill. It will measure 74 by 252 feet and be erected on a concrete foundation laid over a year ago. The capacity will be 100,000 feet in ten hours. All the machinery has been ordered.

The Tomahawk Lumber Company is having an individual power plant installed for its planing mill, which has heretofore been run with power from the sawmill.

Steps are already under way for organizing a corporation to take over the property of the defunct Antigo Lumber Company, which has recently been acquired by Edward P. Faust and others. It is expected that the mill will be run this winter, using logs purchased from other companies.

The Wisconsin Manufacturing Company of Jefferson has received word that its chair warehouse at Sioux City, Ia., was destroyed by fire and the building and contents are a total loss. It will be rebuilt immediately.

DETROIT

Frederick Messenger Sibley, president of the F. M. Sibley Lumber Company, died in Harper hospital, this city, last week after a ten weeks' illness from a complication of diseases. He was sixty-three years of age. He is survived by the widow and one son, Frederic M. Sibley, treasurer of the Sibley Lumber Company, and one daughter, Mrs. Madge Sibley Hoobler of New York City. Mr. Sibley was interested in many business interests in Detroit and Michigan and was a member of a number of societies, including the Masons, which order took charge of the funeral.

Earl Leech, son of E. W. Leech, the well-known hardwood dealer, was seriously injured in an accident in which one of his companions was instantly killed and the other probably fatally injured. The injured men were rushed to a hospital, where it was found that Leech will recover.

The lumber bowling league season opened last week with games between eight teams representing local lumber yards. The E. W. Leech team, which has always had the undermost position in the percentage table, surprised everyone by beating the Keel-Butcher Lumber Company's team three straight games and taking undisputed possession of first position. The Leech boys declare that they are going to hang on to the lead.

Among the out-of-town visitors to the Detroit market the past week were Mr. Gotshall of the Gotshall Manufacturing Company, Toledo, O.; C. E. Sprinkle, Anchor Lumber Company, Cincinnati, O.; Joseph and Edward Stemmelen, Louisville, Ky.; Mr. Robinson, Falls City Lumber Company, Louisville, Ky., and Mr. Merrill of the Long-Knight Lumber Company, Indianapolis, Ind. Messrs. Stemmelen have recently started in the business under the firm name of Stemmelen Lumber Company.

Arguments on the application of the Detroit & Mackinac railroad for an interlocutory injunction to restrain the Michigan Railroad Commission from enforcing its order for uniform log rates were heard by Federal Judges Knappen, Denison and Tuttle, who will give their decision later. The suit, brought by the railroad against the Churchill Lumber Company and Frank Gilchrist, a prominent lumberman of Alpena, is regarded as very important as it will determine the right of the commission to inquire into freight rates. The case is an outgrowth of the condition which permits the Alpena lumbermen to ship by water or rail, the former being cheaper, placing, it is alleged, the inland lumber dealers at a disadvantage. The railroad officials say that to protect their business they fixed the rates so that they could compete with the Alpena shippers who used the boats. The commission ordered the railroad to make its rates uniform, but this it refused to do. The state supreme court sustained the commission. The inland shippers are backing the railroad, declaring that they will be driven out of business unless they are put in a position to compete with the Alpena shippers.

Attorney Frank H. Watson, appointed by the government to conduct the suit against the Detroit and Michigan lumber dealers who are charged with violation of the Sherman anti-trust law, says that he does not believe that testimony will be taken in Detroit much before the first of the year. He says that he expects that the government will finish the taking of depositions and testimony in the northwestern cases before taking up the Michigan cases. He says, however, that he has all the data and evidence ready and is prepared to go ahead with the trial of the cases at any time.

George I. McClure, large dealer in hardwoods who has offices in the Chamber of Commerce building, is to have a lumber yard of his own. He has purchased a piece of land about 400 by 350 feet at Plumer and Clark avenues and the yard is now being put into shape. It will contain four tracks. Mr. McClure is also having an office building erected. The yard will soon be ready and Mr. McClure will be ready to fill orders promptly from his own stock.

The flooring mills of the Dwight Lumber Company and the Thomas Forman Company are still very busy and considerable overtime is being put in to keep up with orders.

The Hardwood Market

CHICAGO

The feature of the local market is the continual wrangling for oak, particularly quartered white oak. Red gum, which was reported as being rather long at southern points, seems to have continued, however, on a strong basis during the last week or ten days.

There seems to be no chance of any lines of stock attaining such a position that the price will slump. In fact, wholesalers and particularly those operating in the Chicago territory, have called their salesmen in in a great many cases, and in some cases have sent them to the mill points to dig up stocks if possible.

Reports from Chicago men, at the present time in southern and northern mill territories, show that great difficulty is being met with in picking up sufficient quantities of any kind of dry stock of the better or the lower grades.

There is an unquestioned improvement in all the wood-consuming lines, although the building situation is a little quiet compared to what it was during the summer months. This, however, is not based upon any fundamental reason, but is a mere coincidence.

The box people continue to take whatever of any kind of low grade hardwoods, suitable for box making, is offered them, and in fact are looking to other sources for an adequate supply of raw material.

There is no question but that the scarcity of lumber naturally following high prices will prevail throughout the winter, and probably well along in the spring. This is a situation which is apparent all over the country, and there is no indication of relief from scarce stocks, either in the North or the South.

NEW YORK

The hardwood market at New York shows a very fair demand and available supplies of dry, well manufactured lumber are readily disposed of at firm prices. The volume of business is not as large as usual, but with stocks not overplentiful at shipping points the aggregate demand is sufficient to keep the market exceedingly firm with an upward tendency. Oak is very firm and in good demand with stock scarce. Maple, birch, beech, ash and chestnut are moving freely with supplies not overplentiful. Oak and maple flooring are in fair call and considerable business is being booked. Stocks are still below normal in the hands of the yards, with the local

manufacturing trade still buying from hand to mouth. This condition in itself is bound to create a fair amount of immediate demand for the balance of the year.

BUFFALO

There is a greater amount of activity in the hardwood trade this month than last, according to a general report of dealers, and a satisfactory amount of lumber is moving. It includes almost all sorts of hardwoods in a pretty liberal quantity. Yards are beginning to add to their stocks liberally in order to be prepared for the trade of late fall and winter, and a large amount of activity is displayed in getting lumber in shape for business during the balance of the year. Politics plays no perceptible part in reducing the amount of inquiry for lumber.

The sale of chestnut and ash is larger than for some time. Both woods hold firm in price, as do most other varieties, and the tone of the market is strong. Plain oak is, as usual, in comparatively large request and continues to hold the lead in sales, while quartered is not active and has not been so for some time. Birch and maple are strong and additions are being made to the supplies at a number of yards. Poplar is a shade stronger than it was.

PHILADELPHIA

Compared with the usual supine trading of the presidential year, trading in lumber at this time may be said to be aggressive. In hardwoods it has been especially active during the last fortnight, and a record month in point of sales for this time of the year is predicted. The only serious complaint is the car shortage. Buyers returning from the southern lumber camps testify to a growing pile in many yards, but the stuff is sold ahead and only waiting for available cars to move. The lumber situation is a peculiar one at this time, but obviously an encouraging one, as the demand is strong and the man has only to have the stock on hand with a surety of prompt delivery to get the order. Railroad buying continues active, and the wholesale consuming industries show more life as the fall season advances. Box makers are busy and scurrying around for low-grade hardwood. Red and white oak still leads the market. Quartered oak is very scarce and prices climbing. Ash is in good demand. Chestnut is growing stronger, and sound wormy stock is more in demand. No change is noticeable in poplar; low-grade, however, shows activity. There is a strong call for beech and birch, while cypress remains steady. The veneer situation is much improved.

PITTSBURGH

Things are moving along very satisfactory in the hardwood business here. Yards are greatly increasing their stock. Purchasing agents, before placing more orders, are inclined to wait until they can get in what they ordered several months ago. This is not an easy proposition. Cars are short and lumber is scarce. Millmen have the situation practically in their own hands. Wholesalers are doing their best to hurry forward shipments but the wet summer and the scarcity of labor and teams at the country hardwood mills are big drawbacks. White oak is the best seller in the market. There is also a fine demand for furniture and vehicle manufacturing hardwoods.

BALTIMORE

There have been no developments in the hardwood trade of the last two weeks which would warrant any modification of the favorable reports made concerning the state of business. The demand for stocks of all kinds is still very active; in fact, the movement seems to be on the increase, while the range of prices is either firm or perhaps a shade higher. Here and there advances have been noted and it cannot be said that any decline has taken place, if the Liverpool situation with regard to oak planks is excepted. Owing to the heavy shipments to that port there appears to be some unsettlement, but the foreign trade in general and with regard to all other stocks is stated to be satisfactory. The chief trouble about the foreign trade, of course, is the rapid advances in ocean freight rates. The rate to Rotterdam, for instance, has advanced from 18 to 30 cents during the present year, and the ideas of the foreign buyers will have to move up accordingly. Naturally, the buyers are reluctant about doing this and some holding back is the result. The trade, however, appears to hold out nothing of a disquieting nature, and a large movement is in progress in spite of the retarding factors. One reason for this is the steady expansion in the domestic business. Most of the firms here report that they are doing a larger business than ever before and the outlook is sufficiently encouraging to add to the capacity of plants and to erect new mills. Everything seems to favor an augmented production. Poplar, chestnut and other woods are holding their own or are stronger. Chestnut is being called for in sufficient volume to keep down stocks at the mills, many of which have hardly an adequate selection. Even sound wormy is well distributed, while the other grades never were offered in quantities to suggest congestion. Good dry oak is eagerly sought. There is an excellent demand for cypress, with the offerings not at all free, and with some stocks so scarce as to indicate a positive famine. The car shortage is being felt in some directions, especially along the Chesapeake & Ohio railroad, where millmen are obliged to wait for weeks to get off shipments.

COLUMBUS

Trade in all hardwoods in Columbus and central Ohio has been active during the past fortnight. There has been a good demand for all varieties and with dry stocks ruling scarcer, quotations have been strong in every particular. There is no tendency to reduce quotations in the least, but every change has been toward higher levels. Lumbermen predict still higher prices in the very near future.

The worse feature of the trade is the lack of cars, which is causing serious trouble among shippers. Prompt deliveries are now almost impossible and transit stocks are in good demand. Whenever a manufacturer or jobber can guarantee prompt delivery he can get almost any price within reason for his stocks.

Another feature of the trade is the good demand for the lower grades, especially in oak and chestnut. In fact, all grades are moving well and there is no accumulation of stocks in any place. Dry stocks are generally short and mills are working to manufacture more. Collections are better. Both plain and quartered oak is in good demand and prices are strong. Poplar is stronger and there is a good sale for the wide sizes. Ash is better and the volume of business is larger. Chestnut is one of the strong points in the market and sound wormy is moving well. Basswood is active and other hardwoods are unchanged.

INDIANAPOLIS

The car shortage has become a little more pronounced in this locality in the last two weeks, although it has not yet assumed alarming proportions. It has a tendency, however, to induce dealers to place orders a little more freely and to keep prices of all grades of hardwoods stiff.

There has been a good demand for the different grades of hardwoods in the last fortnight, particularly for the various grades of oak. Manufacturing plants using hardwoods are running at normal capacity and there appears to be no reason to anticipate any inactivity in trade in the near future.

NASHVILLE

Conditions in the hardwood market at Nashville continue strong. There is an active demand for hardwoods. Some dealers find it difficult to secure supplies of popular woods. Plain oak is the leading seller, the stocks not being large enough to supply the demand. There is a scarcity of ash also. Poplar is quiet, though some of the manufacturers report that there is decided improvement in this line. The demand for low grades for manufacturing boxes is unusually brisk. Box manufacturers are having some difficulty in securing adequate supplies of the cheap grades.

BRISTOL

Hardwood lumbermen of Bristol and this section report that business is in a better condition and that there is more life to the hardwood market than for some time. There is a decided scarcity of stocks, and in many cases the mills have oversold. The demand for stocks is brisk and it is believed that the next few weeks will see a more upward tendency to prices. Lumbermen here are very much encouraged by the state of trade and the outlook for business. The scarcity of stock is chiefly on the higher grades of hardwoods. Planing mills and wood-working plants of this section are in some cases running overtime.

LOUISVILLE

Business is well up to the standard, according to the general opinion among hardwood manufacturers and dealers. Trade is all that could be asked for, considering the condition of stocks and the political situation, although this is having little or no effect, consuming manufacturers believing that results of the election will not be felt for several months after November, if then. The demand is splendid, coming from all lines and embracing practically everything on the stock list. While stocks are in fair shape they are not as large as they were a year ago. In some respects this is a good thing, meaning that surplus holdings have been disposed of. For instance, quartered oak is probably in smaller supply than the present demand justifies, while twelve months ago it was top heavy. Plain oak, hickory and other items, which have been the subjects of heavy demand during the summer and fall, are badly broken and wholesalers are having some difficulty, on account of the lack of cars at mill points, in getting stocks to replace those which have been moved to consumers. The demand for quartered oak is exceptionally good and is likely to continue strong. Poplar is selling well in lower grades, thin poplar moving well, while good thick stock is rather slow. Cottonwood and gum are selling briskly and chestnut is in good demand from the panel-makers. Prices generally are strong, and the logic of the situation suggests a gradual but steady advance during the next few months, as the demand reaches its height and the narrow limits of the supply become evident.

ST. LOUIS

The hardwood dealers here report quite a satisfactory trade. Not only is business excellent, but prices obtained are high. The only cause for complaint is the shortage of cars. The demand for plain oak at the present time is good. The call for red and white quartered oak

is improving. Thick ash is becoming scarce. The request for cottonwood is much better than it has been. Poplar is in fairly good demand, especially selects, common and wide widths. The cypress trade is improving constantly. The car shortage is preventing shipments to the city and owing to the good supply of cypress on hand in this market, the local dealers are being greatly benefited. There is a fairly good volume of trade being done by the sash and door people, especially in mixed car lots, but carload lots of stock sizes are not coming in as well as they should at this time of the year. Orders for special work are coming in nicely.

NEW ORLEANS

The hardwood business of New Orleans has kept up in volume, and the movement is increasing at a slow but sure rate. Low-grade hardwoods are scarce and in good demand. New Orleans buyers do not seem to get enough stocks from the interior to satisfy local demand, for factory buying, especially in the upper grades, is active and growing.

A considerable degree of activity has been maintained locally in the movement of export forest products, by reason of cleaning up of delayed goods and the winding up of old contracts, and the hardwood trade has come in for its share of hustle. A number of contracts have remained in force through September and shipments are being made at the old rates, which lends a considerable stimulus to the business, but from now on practically all the trading will be on the advanced basis, except for those shipments which have been tendered to the vessels on the old contracts and have not yet been lifted.

So far the car shortage is not much in evidence in the export hardwood business, and the ocean transportation question dominates everything else in interest. The prospect of a generally diminished movement is calculated to allay apprehension as to the car situation very largely, but it is beginning to appear as a factor which the exporters must take into consideration.

LUMBER WANTED
4/4 & 5/4 No. 3 and 4 Com. Poplar.
4/4 No. 3 Basswood.
4/4 No. 3 Chestnut.
P. T. Baker & Son
1212 W. Liberty St. Cincinnati, O.

FOR SALE
First Class Factory Building
Floor space, 10,000 square feet; 18 acres ground; one 60 and two 40 horsepower engines and woodworking machines. Good location and best factory building in Arkansas.
IF INTERESTED ADDRESS
CACHE VALLEY LUMBER CO.
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THREE STATES LUMBER CO.
Manufacturers of
SOUTHERN HARDWOODS
Cottonwood and Red Gum
SPECIALTIES
Main Office, Memphis, Tenn.

BLUESTONE LAND & LUMBER COMPANY
MANUFACTURERS
West Virginia Hardwoods
SOFT WHITE PINE
OAK POPLAR
CHESTNUT HEMLOCK
BAND SAWED STOCK
Complete Planing Mill Facilities
RIDGWAY, PENNSYLVANIA

MILWAUKEE

Conditions in the local hardwood market are decidedly satisfactory, with business unusually good. While prices are somewhat higher in some lines, the shortage in stocks is causing far more concern. The consumer seems ready and willing to pay the price, if jobbers and manufacturers have the stock to offer. Local wholesale lumbermen say that it is next to impossible to secure prompt delivery on orders. While the anticipated car shortage is not as serious as expected, it is reported from manufacturing centers that cars are not always available. Notices have been posted in the principal shipping sections in Milwaukee asking shippers not to hold cars unnecessarily and to fill them as nearly as possible to the capacity mark. The rush of grain from the Northwest is now under way and lumbermen fear that there will be a scarcity of cars later in the season.

Stocks in northern and southern hardwoods are light. Birch, maple and basswood seem to be in the lead among northern woods, with demand especially strong for low grades. Plain and quarter-sawed white oak and quartered red oak are the leaders in southern woods. White ash and red gum are wanted. The fall activity in the building situation and the general expansion in industrial lines has resulted in a brisk call from the factory trade. The sash and door factories, flooring plants, furniture factories and implement manufacturing concerns are the leading buyers just at the present time.

GLASGOW

The volume of business in Glasgow continues on very fair lines. The brisk movement into consumption, being maintained, affords a gradual lessening of stocks in all lines and the quarterly stock lists which are about to be published will undoubtedly show the holdings on hand to be extremely light.

Spruce coming in meets with prompt disposal at enhanced values. Shipments in the near future are not likely to be heavy, with the high freights in vogue, and buyers are eager to fill immediate wants since they begin to realize that higher prices are inevitable.

Prices for American hardwoods are fair, but not sufficiently high on the basis of present ocean freights. Considering further condition of stocks of all hardwoods and the short supplies, prices must advance still further.

The demand for oak boards is rather off at present, owing to the recent heavy arrivals which the Baltimore and New Orleans steamers have brought in. This has caused a little congestion which, however, is only temporary, and although quite a number of cars will necessarily go into storage, it will be but a short time before they are disposed of from the yards. In reality there has been no falling off in prices of the various grades, and it is only a question of holding the various lots firmly for a few weeks.

There has not been experienced for many years such a boom as is now evidenced in the shipping world. A little more than a year ago the Clyde, the Tyne and other ports had many vessels laid up for a long spell for want of freight or because of the unremunerative rates offered. At this season, however, it is impossible to find any idle tonnage at any port in the United Kingdom, and notwithstanding the recent serious labor troubles, which, however, only temporarily checked trade, the scope of employment of British steamers has been extended to every quarter of the globe. In this connection the present activity is principally due to the fact that orders received within the last year have flooded the yards, and consequently the majority of shipbuilders have found it practically impossible to guarantee delivery by any given date. Not only have freight rates generally continued firm, but the extraordinary demand for tank steamers for oil transportation has resulted in many vessels ordinarily employed as freight boats having huge cylindrical tanks fitted in their holds so that they have been converted into oil carriers.

In addition to this withdrawal of cargo boats from their normal service, the new construction since the beginning of the year has been greatly delayed by frequent strikes in almost every branch of the industry. At the same time a lot of old tonnage has been scrapped or sold to foreigners.

The price of new construction during the last twelve months has advanced from about thirty dollars to sometimes as much as forty dollars per ton and still the demand shows no signs of slackening. The general prosperity, however, is by no means confined to the shipbuilding and freight-carrying trade. The great passenger companies, although of course in a more modified degree, have enjoyed a very fair share. Few boats carrying cargo to any port either on the Atlantic or the Pacific are now returning to this country in ballast. Their charters run well ahead and at every port they touch there is plenty of cargo awaiting them.

The activity displayed in shipbuilding material still continues, and the call from packing case makers is brisk. Supplies are being chiefly drawn from imports of Riga spruce. Furniture woods are in moderate request, but the high prices for material make business difficult.

DETROIT

There has been little or no change in trade conditions in the Detroit hardwood market during the past two weeks. A fairly good volume of business is reported by the wholesalers and retailers, with plain oak scarce and in great demand. Prices on this wood have advanced. There has also been a good demand for maple and birch with a plentiful supply on hand. Poplar has also been in demand, while many good orders for white ash and mahogany have been filled. The flooring mills report increased orders and inquiries, and are running overtime to keep up to the demand. The box and veneer trade shows a good volume of business.

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U. S. EPPERSON & COMPANY, ATTY. & MGR.

R. A. Long Bldg. Kansas City, Mo.

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WANTED—PLANING MILL FOREMAN

Must be competent to estimate work, bill our work, and superintend factory. Address "BOX 105," care HARDWOOD RECORD.

WANTED

A practical buyer and inspector for wagon stock with headquarters at Memphis, Tenn. Address "BOX 96," care HARDWOOD RECORD.

WANTED

Salesmen on our New Census publications. Splendid opportunity. Men making $50 to $75 per week. RAND, McNALLY & CO., Dept. B., Chicago, Ill.

WANTED—INSPECTOR AND BUYER

for Hardwood road job. One thoroughly familiar with Oak and Poplar, and able to get the grade National rules. None but first-class men wanted. State age, salary expected, who you are now working for, and who you have worked for in the past. Address "BOX 106," care HARDWOOD RECORD.

EMPLOYMENT WANTED

POSITION WANTED

A man 48 years old, of excellent habits and a first-class lumberman would like a position of any kind. Road job preferred. References given and required. Address "BOX 95," care HARDWOOD RECORD.

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Young man with ten years' experience selling and buying hardwoods, desires to connect with large manufacturer in sales department or in buying department of some eastern wholesale concern, desiring steady mill connections. Familiar with Ohio, Indiana, Michigan and New York consuming trade, and mills in W. Va., Kentucky, Tenn., Ark. and Miss. Address "BOX 107," care HARDWOOD RECORD.

EMPLOYMENT WANTED

for a high-class lumber salesman, a member of this association, who is especially well equipped to sell hardwoods, yellow pine and spruce, having a large and favorable acquaintance with the yard and factory trade through the East.

Write Empire State Association of Wholesale Lumber and Sash & Door Salesmen. Chas. Johnson, Sec'y, 96 Kirkland Rd., Rochester, N. Y.

WAGON STOCK WANTED

WANTED—WAGON STOCK

Wagon tongues, reaches, bolsters, hickory dimension stock for buggy and wagon work. Inspection at mill points.

J. A. BROWNE & CO., INC.,
North Manchester, Ind.

I AM IN THE MARKET FOR

75 to 100 cars of oak poles, bolsters, sand boards, eveners, and reaches; and hickory and maple axles. Will inspect at shipping point, and pay cash. E. B. BROWN, 372 Bayne St., Buffalo, N. Y.

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TIMBER ESTIMATES

Estimating Southern timber a specialty. Maps, detailed reports as to stand, quality and logging conditions. Have a few high-class properties for sale. Can furnish best references.

THOS. J. McDONALD,
East Tenn. Natl. Bank Bldg.,
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LOGS WANTED

WANTED—BLACK WALNUT LOGS

500 cars good black walnut logs, 10" and up in diameter, 6 ft. and up long. Will inspect at shipping point and pay cash.

GEO. W. HARTZELL, Dayton, Ohio.

WANTED—HARDWOOD LOGS

200,000 ft. 28" and up White Oak logs.
200,000 ft. 12" and up Walnut logs.
50,000 ft. 12" and up Cherry logs.
C. L. WILLEY, 2558 S. Robey St., Chicago.

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TIMBER LANDS.

Virgin Oak, Poplar and Chestnut. 3,600 acres. Clay County, North Carolina. Now owned by us. Titles perfect. Other timber adjacent. 10 miles from a railroad. Near Murphy branch of Southern. Now operating at Heidelberg, Kentucky, and do not need above tract. A low price for a quick sale. Please write us quickly. THOMAS FORMAN COMPANY, Detroit, Mich.

ARE YOU INTERESTED IN GUM

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I own in fee simple two small and carefully selected tracks of high-class gum and red oak stumpage. Will sell at price to make the buyer good money either as an investment or as an operating proposition.

Will deal with principals only. Address in confidence, "BOX 22," care HARDWOOD RECORD.

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We own sixteen million feet of Saline River bottom hickory timber in Arkansas. We are not cutting hickory. It is all extra quality, large and remarkably free from shakes and defects. Will sell ten dollars per thousand, one-half cash, balance as timber is cut, but all to be paid in five years. Can be logged for $6 per thousand, and we will contract to log and deliver at mill on railroad for $7.50 per thousand. We have forty-acre cruise and good titles and abstracts. TRIANGLE LUMBER COMPANY, Clio, Ark.

35,000,000 FEET VIRGIN HARDWOOD

In solid body on Trunk Line Railroad, ½ Best Grade White and Red Oak, $70,000.00. HALLBERTRAND LAND COMPANY, Timber Lands, Houston, Texas.

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Several thousand acres of Hemlock and Hardwood timber in northern Wisconsin. Large or small tracts. N. EMERSON, 802 Met. Life Bldg., Minneapolis, Minn.

FOR SALE—4000 ACRES OF HIGH GRADE

Virgin Timber in Louisiana, nicely blocked, 4 miles from railroad, and fronting for several miles large navigable river to Mississippi and New Orleans. Conservatively estimated to cut 12 million feet Rosemary Pine, 4 million feet forked-leaf White Oak, 4 million feet Red Oak, and 4 million feet Poplar, Ash and Hickory. Direct from owners.

Price for quick sale $8.00 per acre cash for timber and land, exclusive mineral rights. The greatest bargain ever offered for mill operators as well as for investors.

For plat and particulars, address
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LUMBER FOR SALE

THICK POPLAR FOR SALE

6 to 9 months on sticks, 2½ and 4" Poplar, common and better. Write for prices.

C. M. CRIM & SON, Salem, Ind.

FOR SALE

4 cars ½x5" No. 1 common poplar bevel siding, good grade and lengths. Well manufactured. Quick shipment.

SWANN-DAY LUMBER CO.
Sales Office—Cincinnati, O.

LUMBER FOR SALE.

1 cars 4/4, 1sts and 2nds bone dry Sycamore, standard widths and lengths.
2 cars 4/4x13" and up dry plain 1sts and 2nds Red Oak, 50% 14 and 16 feet.
5 cars 4/4 No. 1 Com. Red Gum, bone dry.
W. D. REEVES LBR. CO., Helena, Ark.

FOR SALE—BAY POPLAR

At our Ayden Mill, freight rate to

Norfolk, Va.	8c
Baltimore	15c
Philadelphia	16c
New York City	20c
Boston	23c

We offer 400 M feet 1x6" and wider Bay Poplar, thoroughly bone dry and straight, good widths and lengths, beautiful stock, piled for 1sts and 2nds, but will likely down grade in shipping about 20% No. 1 common. This stock is cut heavy and most of it would dress two sides 1" thick. For quick shipment will quote special prices.

AMERICAN LBR. & MFG. CO., Pittsburgh, Pa.

DIMENSION STOCK WANTED

WANTED—DIMENSION STOCK

Oak, plain and quartered; boards and squares. Also dogwood and persimmon.

INDIANA QUARTERED OAK CO.,
7 East 42d St., New York, N. Y.

GLUED-UP POPLAR OR BASSWOOD

Dimension Stock to finish 7/8"x19"x36" in carload lots. Will furnish specifications upon request. ARTHUR BAILEY & CO., No. 1 Madison Ave., New York, N. Y.

WANTED—SMALL DIMENSIONS

We are always in the market for short dimensions in Oak Squares; also 3 4, 4/4, 5/4 and 6 4 Quartered White Oak 16 to 24" long; also Plain Oak 1x2 and wider, 12 to 54" long. We also handle the standard length hardwoods. What have you to offer for cash? Best of bank reference.

FURNITURE & CHAIR STOCK Co.,
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LUMBER WANTED

BUYERS OF HARDWOODS.

Do you want to get in touch with the best buyers of hardwood lumber? We have a list, showing the annual requirements in lumber, dimension stock and veneers and panels of consumers of those materials throughout the United States and Canada. The service is free to advertisers in the RECORD. It will interest you Write us for further information about our "Selling Lumber by Mail System."

HARDWOOD RECORD, Ellsworth Bldg.,
Chicago.

BUSINESS OPPORTUNITIES

FOR SALE

One band mill, and about one hundred million feet of hardwood stumpage. Very easy terms. Address owner, P. O. BOX "K," Pensacola, Fla.

EXCELLENT OPPORTUNITY

for man to go in manufacturing business. Have well-equipped hardwood factory suitable for making spokes and vehicle stock. Healthy location in town six thousand, on two rivers and two railroads. Address

"BOX 72," care HARDWOOD RECORD.

VENEER PLANT FOR SALE

To close out our Veneer Plant at this place we are offering the entire plant, having a daily cutting capacity of 20,000 feet of logs into Basket and Crate stock.

Machinery lists on application, consisting of lathes, jointers, planers, re-saws, hamper, crate, butter-dish machinery and patents.

BRIDGEPORT WOODENWARE MFG. CO.,
Bridgeport, Ala.

MACHINERY FOR SALE

FOR SALE—VENEER SLICER

Latest design and new, length of knife 10 ft. Will sell at a great bargain and guarantee to be as represented. Perfect shear draw cut. Address "BOX 101," care HARDWOOD RECORD.

FOR SALE

Rim Bending Outfit consisting of Defiance 12" Bender, Whitney Double Surfacer, Rip Saw, Double Cut-off Saw, Jointer, etc., good as new, at a bargain.

JACOB HAISH COMPANY, DeKalb, Ill.

FOR SALE

Philadelphia Veneer Dryer, nearly new, used six months. At a great sacrifice. Engine and all complete. Address

"BOX 103," care HARDWOOD RECORD.

FOR SALE

6 foot band mill, carriage, edger, trimmer, filing room equipment, 2 boilers, engine, etc., complete.

1—18 ton 42" gauge Shay locomotive.
12—Skeleton logging cars, 42" gauge.
2—24 ft. flat cars, 42" gauge.
All the above in first-class condition.

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FOR SALE—COMPLETE BAND MILL

Consisting of the following:

7' Smith, Myers & Schnier, Climax Band Mill.
3 Block heavy Prescott Carriage, new, 5 trucks with track cleaners.
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1 Wickes 2-saw Trimmer.
1 Swinging cut-off saw.
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1 Boiler, 14'x48", 40 3½" Flues.
1 Overhead log turner, bull wheel.
1 Cook, 4x24 deep well Pump.
1 Steel tank, 2,000 gals. capacity.
1 Machine for grinding mill wheels.
Complete Filing Room machinery, all necessary Belts, Pulleys, Shafting, Chains, Cant Hooks, Saws, etc., together with
1 Electric Light Plant, Triumph Dynamo, 50 light capacity.
1 Crab for moving logs.
1 Log Car.
27 Lumber Buggies.

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Memphis, Tenn., or Buffalo, N. Y.

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OAK, POPLAR, ASH

and all other hardwoods, in all grades and thicknesses, can be readily sold if advertised in the Wanted and For Sale section of HARDWOOD RECORD. If you have a large stock you want to sell try a few lines in this department and see what a lot of inquiries they will bring you.

BAUGHMAN'S BUYER AND SELLER

The twelfth edition of the handy book for lumbermen just out, revised, improved. See the new side tables, the metric system, tapering timber, to figure narrow flooring, moulding, box work, etc. Five sections, each indexed and a separate work. Every page worth the price of the book. The book that talks to lumbermen. Not millions, but more than seventy-five thousand copies have been sold to lumbermen. Bound in red flexible cover, $2.50 per copy prepaid. Orders filled day received. Address

H. R. A. BAUGHMAN, Indianapolis, Ind.

COUNTERFEIT CHECKS

are frequent except where our

Two Piece Geometrical Barter Coin

is in use, then imitation isn't possible. Sample if you ask for it.

S. D. CHILDS & CO.
Chicago

We also make Time Checks, Stencils and Log Hammers.



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Telephone Canal 1688

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HARDWOOD LUMBER
22nd Street and Center Avenue
CHICAGO

McParland Hardwood Lumber Co. 2204 S. Laflin St.
HARDWOODS

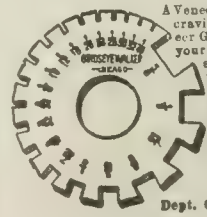
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Cottonwood, Gum, Oak, Ash, Cypress, Yellow Pine, Dimension Stock
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Oak Timber and Plank, Paving Blocks, Posts and Yellow Pine

W. B. CRANE AND COMPANY
Established 1881
HARDWOOD LUMBER, TIMBER and TIES
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Long Distance Phones: CANAL 3190-3191
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Printers to the Lumber Trade
We specialize in special printed forms and stationery of all kinds for lumbermen. Let us submit you stationery samples and prices. Send us your forms for estimate.
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A Veneer Gauge is the answer to a Veneer User's craving for years. This "Walker Brand" Veneer Gauge is a steel gauge that will satisfy your wants for all time. You can't do yourself a better turn than to buy one of these gauges. It gauges ACCURATELY every thickness from 1-40 inch to ⅝ inch INCLUSIVE. Wake up to this opportunity. Price only $1 98 delivered by U. S. Mail. Order now, today. Address—6456 Woodlawn Ave. Phone Hyde Park 33.

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CHICAGO

99% Pure SILICA
OR SILEX FOR WOOD FILLERS
UNIFORMLY GROUND
SEND FOR SAMPLE
TAMMS SILICA CO., 19 So. 5th Ave., Chicago

Gerlach Modern Machines
COOPERAGE STOCK and BOX SHOOKS
Circular, Band and Cylinder Saws
SAW AND LOG TOOLS
THE PETER GERLACH CO., Cleveland, 6th City, U.S.A.

Doesn't It Look Good To You?

2 4 7 10 11 13 14 15 17 19 20



MICHIGAN, GRAND RAPIDS: Stow & Davis Furniture Company; tables: George A. Davis, buyer; 40,000 feet 4/4 basswood; 15,000 feet 4/4 red birch; 30,000 feet 4/4 sound wormy chestnut; 30,000 feet 4/4 cull gray elm; 30,000 feet 4/4 and 8/4 mahogany; 15,000 feet 4/4 and 6/4 hard maple; 20,000 feet 5/4 and 6/4 soft maple; 25,000 feet 4/4 plain red oak; 75,000 feet 4/4 plain white oak; 200,000 feet 4/4 quartered white oak; 20,000 feet 4/4 poplar; 50,000 feet red gum, all thicknesses. Dimension stock: Buyers of 3x3—30 oak squares. Panel stock: Buyers of 5-ply quartered oak and mahogany table tops.

HARDWOOD RECORD CHICAGO

Specimen of one of the thousands of patented tabbed index cards involved in Hardwood Record's copyrighted Information Service, showing annual requirements for Lumber, Dimension Stock, Veneers and Panels employed by wholesalers and hardwood manufacturing consumers throughout the United States and Canada.



Illustration of Oak Cabinet in which this Information Service is filed.

ILLINOIS

Key

1	Ash	12	Hickory
2	Basswood	13	Mahogany
3	Beech	14	Maple
4	Birch	15	Oak
5	Butternut	16	Walnut
6	Cherry	17	Poplar
7	Chestnut	18	Miscellaneous including
8	Cottonwood		Dogwood, Holly, Locust,
9	Cypress		Persimmon, Sycamore.
10	Elm	19	Dimension stock
11	Gum	20	Veneers and panel stock

Fac-simile of state key card between which the tabbed information cards are filed alphabetically by towns, by means of which instant reference can be made to the buyers of any kind of wood, in any locality in the United States and Canada.

THIS service is comprised in more than fifty bulletins, and additional bulletins of corrections and additions are printed frequently.

This service is kept positively up-to-date, and is indispensable to lumber and veneer sales departments.

It is an exclusive service disposed of only to HARDWOOD RECORD advertisers.

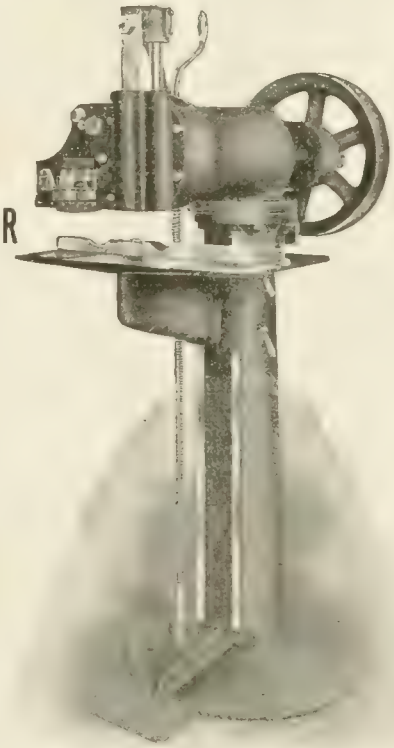
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Hardwood Record, 537 South Dearborn Street, Chicago

Corrugated Joint Fasteners

Can be quickly and cheaply driven with

"ADVANCE" CORRUGATED JOINT FASTENER MACHINE



Made in Different Types to Meet All Conditions

Specially suitable for manufacturers of sash, doors, blinds, screens, coffins, furniture, plumbers' wood-work, porch columns, boxes, refrigerators, etc.

Write for bulletins and prices.

Manufactured only by

Saranac Machine Co., St. Joseph, Michigan

ELEPHANT RUBBER **BELTING**

AIR DRILL AND AIR TOOL HOSE



STEAM WATER SUCTION

EXTRA QUALITY

Recommended for hard service and guaranteed to do the work

SELLING AGENTS

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STANDARD EQUIPMENT CO., MOBILE, ALA
ALBANY MILL SUPPLY CO., ALBANY, GA.

THE MECHANICAL RUBBER COMPANY

(Chicago Rubber Works)

307 W. Randolph Street, CHICAGO

ESTABLISHED 1882

SIMONDS SAWS

This illustration suggests just four of the kinds of Saws which may interest you. Our factories manufacture every kind of a Saw used around a wood working plant or sawmill.



Our aim has always been to supply Saws and Wood-working Machine Knives that will give the maximum service and at the same time do the finest kind of work with the least amount of care. Obtaining these results is the work of experience — and we have been doing it eighty years.

Simonds Manufacturing Company

Fitchburg, Mass.
New York City
Portland, Ore.
Vancouver, B. C.
Chicago, Ill.
New Orleans, La.
San Francisco, Cal.
Lockport, N. Y.
Montreal, Que.
Seattle, Wash.
London, Eng.
St. John, N. B.

HERE YOU ARE

Just what you need for that new equipment. Don't delay longer. Send your order today. Specify **Atkins Silver Steel** and get results.



ATKINS SILVER STEEL SAWS

Cheapest in the **Long Run.** Less filing—less re-fitting—least cost for upkeep. Used in the biggest operations everywhere. Try them once and you'll use them too.

Order from your usual source. Just specify ATKINS—that's all.
If they won't supply you, write to the nearest address below.

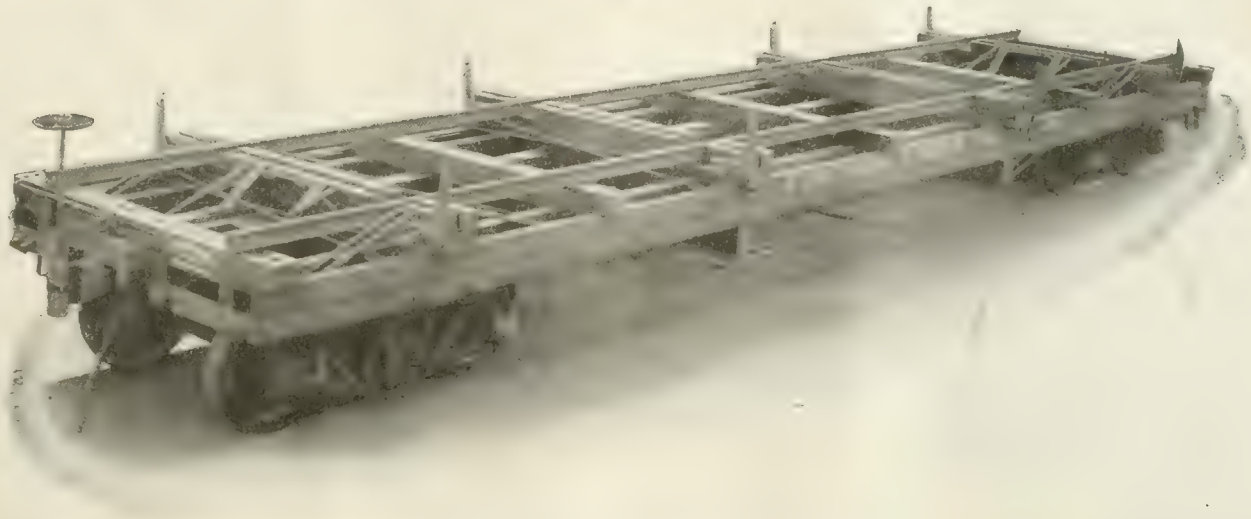
BAND SAWS, CIRCULARS, GANG, CROSS CUT SAWS
A Perfect Saw for Every Purpose

E. C. ATKINS & CO., Inc., THE SILVER STEEL SAW PEOPLE **Home Office and Factory, INDIANAPOLIS, IND.**

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle, Vancouver, B. C., Sydney, N. S. W.

Canadian Factory: Hamilton, Ont. Machine Knife Factory—Lancaster, N. Y.

RUSSEL LOGGING CARS



70,000 LBS. CAPACITY SKELETON TYPE RUSSEL CAR, EQUIPPED WITH LOADER RAILS AND RUSSEL PATENT DROP STAKES. THIS CAR COMPLIES WITH M. C. B. RULES AND SAFETY APPLIANCE ACTS.

Years of Hard Service Have Demonstrated Russel Cars to be Superior in Quality and Construction. Built for any Capacity Desired

RUSSEL WHEEL AND FOUNDRY CO. **DETROIT, MICHIGAN**



Seven Reasons for Buying the McGiffert Self-Propelling Loader

Read These Reasons Carefully!

—Each has a vital economic or utilitarian motive behind it.

—Your logging can be done most promptly and at least expense ONLY with a loader incorporating each of these seven points:

(1) The McGiffert is SELF-PROPELLING.

(2) The McGiffert is POWERFUL ENOUGH TO SWITCH LOADS.

(3) Empties pass through the McGiffert ON THE MAIN TRACK.

(4) No spur track or spuds needed for the McGiffert.

(5) The McGiffert can be moved to a new loading point at a minute's notice, UNDER ITS OWN POWER.

(6) The McGiffert handles all kinds of timber: long or short, heavy or light.

(7) The McGiffert can be operated anywhere a train of cars can go: on a fill, in a cut, or on a side-hill.

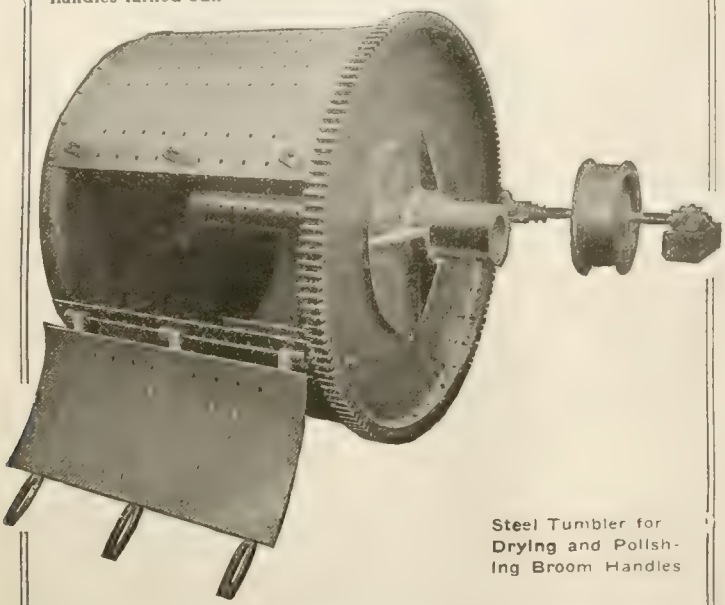
For a complete illustrated description of the McGiffert send for CATALOGUE No. 1.

CLYDE IRON WORKS
DULUTH, MINN.

BRANCHES:
80 Church Street, New York
1718 Fisher Building, Chicago
1315 Carter Building, Houston, Tex.
421 Carondelet Street, New Orleans
Germanic Bank Building, Savannah, Ga.
522 South First Avenue, Seattle, Wash.

Broom Handle Machinery

Let us tell you about our **STEEL TUMBLERS FOR DRYING AND POLISHING BROOM HANDLES.** This system is rapidly supplanting all others. More economical; less time required for drying; no polishing afterwards; greater per cent of straight handles turned out.



Steel Tumbler for Drying and Polishing Broom Handles

CADILLAC MACHINE COMPANY

Complete Line of Broom Handle Machinery

CADILLAC, MICH.

THE BALDWIN LOCOMOTIVE WORKS

PHILADELPHIA, PA., U. S. A.

Manufacturers of

LOGGING LOCOMOTIVES

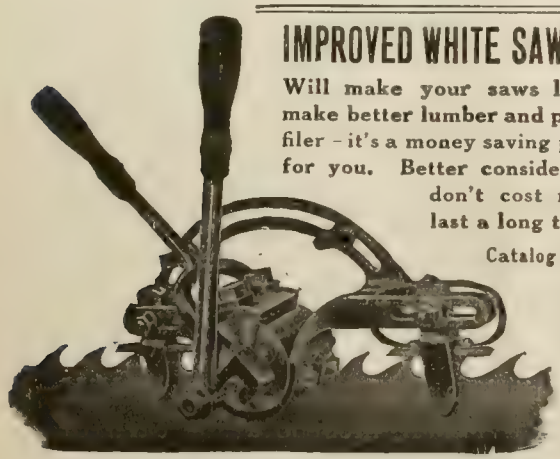


Locomotives with a radial truck at each end, and separate tenders, are well adapted to logging service where long hauls must be made. These engines ride well on rough track, and can be run backwards into sharp curves and switches without danger of derailment.

BRANCH OFFICES

NEW YORK, N. Y., Hudson Terminal. **CHICAGO, Ill., Railway Exchange**
ST. LOUIS, Mo., Security Building. **PORTLAND, Ore., Spalding Bldg**

Cable Address:—"Baldwin, Philadelphia."



IMPROVED WHITE SAW SWAGES

Will make your saws last longer, make better lumber and please your filer – it's a money saving proposition for you. Better consider it. They don't cost much and last a long time.

Catalog if you want it

Phoenix Mfg. Co.

Eau Claire, Wis.

89%

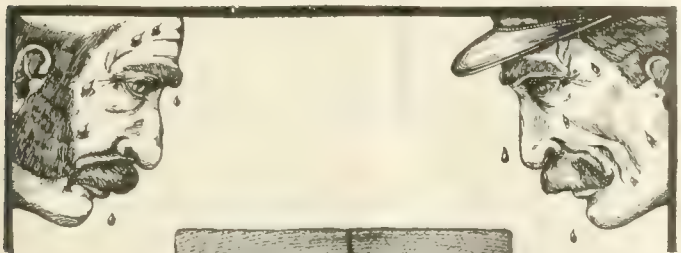
of HARDWOOD RECORD subscribers are owners of steam plants. Eighty-nine per cent are, therefore, buyers of wood-working machinery. There is little percentage of waste circulation in HARDWOOD RECORD for machinery advertisers.

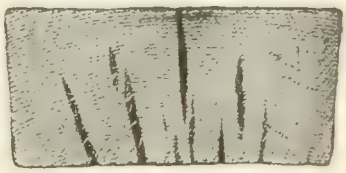
If you want to reach the wholesale consumers of hardwood lumber throughout the United States, a HARDWOOD RECORD advertisement will do it for you.

If you want to reach the hardwood manufacturers of the United States, a HARDWOOD RECORD advertisement will do it for you.

The HARDWOOD RECORD represents high-class, special, class circulation, with a minimum of waste circulation.

Ask any HARDWOOD RECORD advertiser for experience on results.





WE CAN
DOUBLE
THE CAPACITY OF YOUR
DRY KILN

If you attempt to dry two-inch oak in your kiln in fourteen days the result will probably resemble the above illustration.

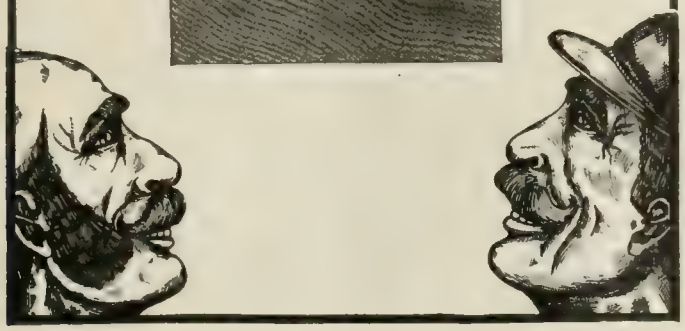
The lower picture is from a photograph of two-inch oak dried by the Grand Rapids Veneer Works Process in fourteen days, and every plank as sound as the sample.

The absence of checks is not the only saving due to this process. The lumber is straight, soft and free from sap or acids.

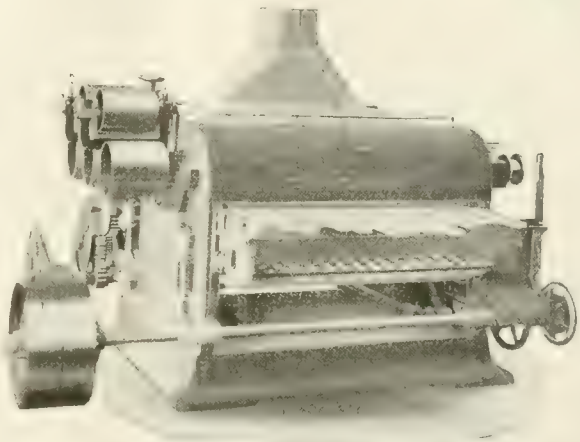
For a small sum of money your old kilns can be converted to G. R. V. W. Process Kilns, with a guarantee to give the results above described.

Grand Rapids Veneer Works
GRAND RAPIDS, MICH.





SMITH
Woodworking Machinery



No. 402 C, Showing a Number of Uneven Pieces Being Worked at the Same Time.

Smith Triple Drum Sander

Produces better work and **200** to **600 per cent** more of it than is possible on the best roller feeding machine.

The endless-bed is faced with rubber, enabling the machine to work material of slightly varying thicknesses at the same time, and **for the full width of the drum.**

Other distinctive features are:
Polishing Drums are placed over the work.

Self-lubricating bearings.

Dust-proof working parts.

Simple sturdy construction.

Made in three sizes. Write for descriptive circulars and prices.

Smith of Smithville
H. B. SMITH MACHINE COMPANY, SMITHVILLE, N. J.
OFFICES
New York Chicago Atlanta San Francisco
79-2070

ANY REASONABLE OFFER

WILL BUY THE FOLLOWING STOCK:

DRY—IN FINE CONDITION

QUARTERED WHITE OAK.

5,830' 3/4" 1s-2s.
10,500' 5/4" 1s-2s.
10,800' 6/4" 1s-2s.
8,000' 3/4" No. 1 Com.
20,000' 4/4" No. 1 Com., 10" & up
57,000' 5/4" No. 1 Com.
4,080' 6/4" No. 1 Com.
9,700' 4/4" Clear Strips, 5" and 5½".
11,970' 4/4" Clear Strips, Sap no defect, 2" to 4".
27,000' 4/4" No. 1 Common Strips, 2" & up.
45,000' 4/4" No. 2 Common.
5,390' 5/4" No. 2 Common.

PLAIN RED OAK

2,200' 2½" Com. & Better.
7,200' 3" Com. & Better.
1,700' 4" Com. & Better.
45,000' 4/4" No. 1 Com.
21,000' 4/4" No. 2 Com. Red and White.

QUARTERED RED OAK

21,000' 4/4" 1s-2s 6" & 7" wide
15,000' 4/4" Clear Strips, Sap no defect, 2½" & up.
10,300' 6/4" No. 1 Com.

ASH

18,000' 4/4" 1s-2s 6" & up.

PLAIN POPLAR

5,000' 4/4" 1s-2s Yellow, 7" & up
8,600' 4/4" Box Boards, 13" to 17".
8,500' 6/4" 1s-2s Yellow, 7" & up
30,000' 6/4" No. 1 Common.
12,000' 4/4" Clear Strips.
21,000' 6/4" Clear Strips.

QUARTERED POPLAR.

16,900' 4/4" 1s-2s.
8,000' 4/4" No. 1 Common.

We, of course, have a complete stock of Quartered and Plain Oak, Poplar and Hickory, etc., in all grades and thicknesses, and will be glad to have your inquiries for anything you may need.

J. V. STIMSON & CO. **OWENSBORO, KY.**

D. B. MacLaren Lumber Co.

HARDWOOD LUMBER

Evansville, Ind.

5 cars 4/4 No. 1 common Quartered White Oak
4 cars 4/4 No. 1 common Plain Red Oak
2 cars 4/4 No. 2 common Plain Red Oak
1 car 4/4 No. 1 common Poplar
1 car 4/4 Nos. 1 and 2 Red Gum

"Three Mills in Indiana" Used to Be the Slogan. Now There's Only One Left, but It's

The Largest Band Mill in Indiana

"From Toothpicks to Timbers 60 Feet Long"

PERRINE-ARMSTRONG COMPANY

Fort Wayne, Indiana

ESTABLISHED SINCE 1880

TIMBER

WE OFFER TRACTS OF VIRGIN TIMBER IN LOUISIANA, MISSISSIPPI, FLORIDA, ALABAMA AND ALSO ON

PACIFIC COAST

We employ a larger force of expert timber cruisers than any other firm in the world. We have furnished banks and trust companies with reports on timber tracts upon which millions of dollars of timber certificates or bonds have been issued. We furnish detailed estimates which enable the buyer to verify our reports at very little expense and without loss of valuable time. Correspondence with bona fide investors solicited.

JAMES D. LACEY & CO.

JAMES D. LACEY, WOOD BEAL, VICTOR THRANE

1211 Whitney Central Building, New Orleans
1215 Old Colony Bldg., Chicago

LARGEST TIMBER DEALERS IN THE WORLD

1009 White Building, Seattle
1104 Spalding Bldg., Portland

WISCONSIN

WHERE THE FINEST NORTHERN HARDWOODS GROW

WE MANUFACTURE MICHIGAN HARDWOODS AND HEMLOCK. MILLS ELECTRICALLY DRIVEN; STOCK BAND SAWN

Have in Shipping Condition

BIRCH: NO. 2 AND BETTER, 4/4 to 12/4
ASH: NO. 2 AND BETTER, 4/4 to 12/4
ELM: NO. 2 AND BETTER, 4/4 to 12/4
BASSWOOD: NO. 2 AND BETTER, 4/4 to 12/4

WE are well equipped for manufacturing special sizes, wagon stock, skids, ties, etc.

THE C. A. GOODYEAR LUMBER COMPANY

Office and Mill — TOMAH, WISCONSIN
Logging Camp — BLUE BILL, MICHIGAN

A FEW ITEMS IN DRY HARDWOOD for prompt shipment

1 car 5/4 1st & 2nd White Ash
1 car 6/4 1st & 2nd Red Birch
1 car 6/4 Common Plain Birch
2 cars 4/4 Common Plain Birch
5 cars 4/4 Common Red Birch
1 car 8/4 Log Run Soft Maple
4/4 Common & Better Hard Maple
4/4 No. 3 Common Hard Maple
6/4 Log Run Hard Maple

Our new stock is now fairly dry
SEND US YOUR INQUIRIES

ARPIN HARDWOOD LUMBER CO.

Grand Rapids, Wis., Atlanta, Wis.,
Saw mills and planing mill at Atlanta, Wis.

Brown Bros. Lumber Co.

Manufacturers and Wholesalers — Rhinelander, Wis.

1 " No. 1 Com. & Btr. Hard Maple
1¼" No. 2 Com. & Btr. Hard Maple
1½" No. 2 Com. & Btr. Hard Maple
2 " No. 2 Com. & Btr. Hard Maple
1¼" No. 2 & Btr. Soft Elm
1¼" No. 2 & Btr. Rock Elm

DRY STOCK AND CAN MAKE PROMPT SHIPMENT

We want to move the following air-seasoned stock

5 cars 6/4" No. 2 Com. & Better Birch
3 cars 5/4" No. 2 Com. & Better Birch
1 car 8/4" No. 2 Com. & Better Birch
1 car 8/4" No. 1 Com. & Better Birch
3 cars 4/4" No. 1 Com. Birch
2 cars 4/4" No. 2 Com. Birch

OELHAFEN LUMBER CO.
TOMAHAWK, WISCONSIN

GET OUR PRICES ON

1 car 1" No. 1 Common & Btr. Red Birch.
10 cars 1" No. 2 Common & Btr. Plain Birch.
5 cars 1" No. 1 and No. 2 Common Plain Birch.
2 cars 1¼" No. 2 Common & Btr. Plain Birch.
2 cars 1½" No. 2 Common Plain Birch.

Can ship in straight or mixed cars with other lumber

ROBBINS LUMBER COMPANY
Rhinelander, Wisconsin

SAWYER GOODMAN CO.

MARINETTE, WIS.

Mixed Cars of Hardwood, Basswood, White Pine and Hemlock, Cedar Shingles and Posts

We make a specialty of White Pine Beveled Siding and White Pine Finish and Shop and Pattern Lumber

The Tegge Lumber Co.

MILWAUKEE
WISCONSIN

BUYERS OF ALL KINDS OF

HARDWOOD LUMBER

VENEERS AND PANELS

KANSAS CITY, MO. HELENA, ARK.

VENEERS

PENROD WALNUT & VENEER COMPANY
General Offices, KANSAS CITY, MO.

Hoffman Brothers Company
Sliced and Sawed, Quartered and Plain Red and White Oak and Mahogany
Walnut Cherry Ash Maple
Let us send you Stock List FORT WAYNE, IND.

B. C. JARRELL & CO.
MANUFACTURERS OF
Rotary-Cut Gum and Poplar
VENEERS
Well manufactured, thoroughly KILN DRIED and FLAT
HUMBOLDT, - TENNESSEE

"WE ARE GETTING RESULTS"
WRITES ONE ADVERTISER
This Means That He Is Getting
NEW BUSINESS
Through His Ad
If we can do it for him is there any logical reason why we can't for you?
MAKE US PROVE IT
HARDWOOD RECORD, CHICAGO

The Central Veneer Co.
SOFT YELLOW POPLAR
CROSS BANDING
Huntington, West Virginia

KENTUCKY VENEER WORKS
ROTARY CUT
GUM, POPLAR, OAK
SAWED AND SLICED
QUARTERED OAK, MAHOGANY
LOUISVILLE, KENTUCKY

Sheppard Veneer Co., Poplar
Winston-Salem, N.C.
Centers, Cross Banding, Drawer Bottoms.

For Veneer and Panel Manufacturers
Your Consumers' Lists Cost You BIG MONEY
We can save it all and relieve you of all the detail and effort necessary to tabulate consumers' wants. **Our Card Index System of those wants,** just out, is the result of systematic effort. It is endorsed by your competitor.
Can You Afford to Give Him that Advantage?
HARDWOOD RECORD CHICAGO

VENEERS AND PANELS

ANY WOOD
ANY THICKNESS

MANUFACTURERS OF VENEERS

Mixed Car Shipments in Rotary, Sliced, Sawed Veneers, any wood, any thickness.

Plain woods—All kinds
Domestic Figured Woods—All kinds
Circassian Walnut and Mahogany
Quartered White Oak, Red Oak, Sycamore, Figured Gum, Magnolia

QUALITY AND PROMPT SHIPMENT
Place your orders with us and get Satisfaction and Service.

Same Attention to Small Orders as Large
WRITE US

Adams & Raymond Veneer Co.
Established 1867
Indianapolis, Ind. U. S. A.

WE WANT YOUR ORDERS
YOU WANT OUR VENEERS

We Have Made a Success of the Veneer Business—

Why?

Because no permanent money-making proposition can be one-sided and we are benefiting our customers

Let us have your inquiries when in the market for the following woods:

MAHOGANY
CIRCASSIAN
CURLY BIRCH
WALNUT BUTTS
YELLOW POPLAR
PINE
R.C. Red & Wh. Oak
R. C. Birch
And QUARTERED OAK, Sawn and Sliced

Veneer Manufacturers Company
Fulton and May Streets, Chicago, Ill.

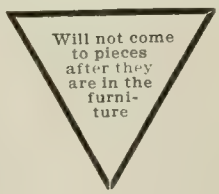
FRANKLY You must be able to manufacture your veneered panels at far less cost than the average furniture manufacturer can, if we fail to supply you with them cheaper than you can produce them.

The making of

VENEERED PANELS

is a specialty with us. We furnish 2, 3 and 5 ply in quartered-sawed oak, quarter-sliced oak, figured mahogany, plain mahogany, red birch, plain oak, yellow pine, gum, basswood, ash, maple or elm, and if you will tell us your needs, whatever they may be, in panels, we will submit samples to you and quote prices that will bear out our statement, that you can obtain from us better panels at less cost than in manufacturing them yourself.

Veneer Panel making is our specialty, and we claim that the panels we make are cheaper in the long run for they



Do you see the point?

THE GORHAM BROTHERS COMPANY

MT. PLEASANT, MICH.

VENEERS AND PANELS

Ahnapee Veneer & Seating Co.

HOME OFFICE, FACTORY AND VENEER MILL, ALGOMA, WIS.
VENEER AND SAWMILL, BIRCHWOOD, WIS.

We manufacture at our Birchwood plant single ply veneers of all native northern woods and deliver stock that is in shape to glue.

From our Algoma factory, where we have specialized for twenty years, we produce panels of all sizes, flat or bent to shape, in all woods, notably in Mahogany and Quarter-Sawed Oak.

We make no two-ply stock, and do not employ sliced cut quartered oak. Our quartered oak panels are all from sawed veneer.

Every pound of glue we use is guaranteed hide stock. We do not use retainers. Our gluing forms are put under powerful screws and left until the glue has thoroughly set.

If you seek a guaranteed product that is the best, based on results accomplished by most painstaking attention and study of every detail, combined with the use of the best stock and an up-to-date equipment, our product will appeal to you.

If you are a "price buyer" we probably cannot interest you.

KIEL WOODEN WARE CO.

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BASSWOOD
OAK
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ELM

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NEW NAME
NEW PLANT
NEW LOCATION

OLD ONLY IN SKILL and EXPERIENCE

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¶ Our splendid new plant and equipment, combined with our years of experience, enables us to serve the trade with a better product and with unusual promptness.

¶ We can supply you with better panels at a less price than you can produce yourself.

¶ We specialize in auto dashes, panels, tops and bent work of all kinds.

LET US QUOTE YOU ON YOUR SPECIFICATIONS

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SUCCESSORS TO THE
WISCONSIN LUMBER & VENEER CO., PORT WASHINGTON, WIS.

Panels for Chicago trade carried at 1140 West Lake Street. Chicago telephone Haymarket 3027.

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BIRCH
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SPECIALTIES:

DRAWER BOTTOMS BACK PANELS CENTER STOCK
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CURLY BIRCH BIRD'S-EYE MAPLE

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Custom Mill Work, Storage, Inspection
ON
Foreign Fancy Woods, Mahogany, Cedar, Circassian

We receive the logs, store or warehouse them, manufacture them into lumber, cut or saw veneers, pile and store the product, and ship via any railroad. Also furnish inspection returns on logs or lumber. Can furnish accommodations and economies which it is impossible to secure elsewhere.

While we do not buy or sell for our own account, we always have on our yards parcels of plain and figured African, Mexican and Cuban Mahogany, Circassian Walnut and Cedar logs, placed here for sale by direct foreign shippers, from which advantageous purchases can be made.

Astoria Veneer Mills & Dock Co. Long Island City, New York

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WE make a specialty of rotary cut Chestnut Door Stock Veneers for one, two, three and five panel doors, and are prepared at all times to fill orders promptly. We make it a point never to substitute brown ash when chestnut is ordered.

¶ We also manufacture door stock veneers in Red and White Oak, Poplar Cross-banding, Drawer Bottoms and special dimension Poplar, White Oak Veneers for furniture and piano makers, and other rotary cut products in Chestnut, Poplar, Red and White Oak not listed above.

¶ For prices and other information write to

RADFORD PORTSMOUTH VENEER CO., Radford, Virginia

Veneers and Panels with a Reputation

WE manufacture Veneers in all the native woods and for all purposes. Also Built-up Panels in native and foreign woods—three and five-ply—and have established a reputation for furnishing high-grade material. Send us your inquiries and orders and become one of our satisfied customers.

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8/4	150,000
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"After all, it's the timber that counts. If you haven't quality timber, all other things will avail but little in the production of really good lumber."—

We manufacture from such timber exclusively, — our stock shows it.

It's up to you to let us prove it. Stock list and prices to be had for the asking.

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Complete stock of 3/8" and 13/16" in all standard widths

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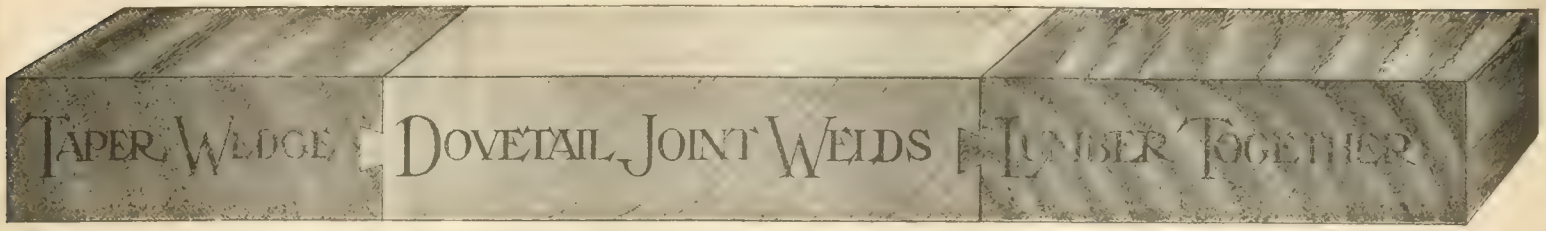
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Tight Fitting Taper Wedge Dovetail Joint—How it is Made

"BETTER joints cannot be made" is what several manufacturers say who are using the new "Linderman" Automatic Dovetail Glue Jointer making the Tight Fitting Taper Wedge Dovetail Lock Joint. There is no opening in the joint made with the new forming cutters. Every part of the joint is a tight fit when it is wedged together. The entire jointed surface of both pieces of the lumber brought together with a perfectly smooth edge. The glue fibres are forced into the pores of the wood, getting an anchorage which makes a perpetually self-clamped, indestructible glue joint.

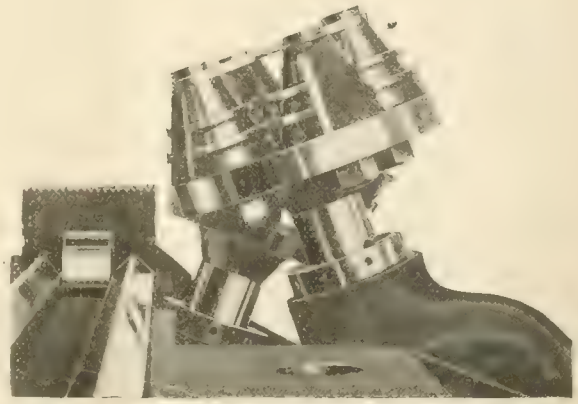
You can improve your glue jointing by using the Taper Wedge Dovetail Lock Joint.

There are a great many large furniture factories using the "Linderman" on high-grade solid furniture.

Jointing costs have been reduced 65 to 85 per cent in many furniture factories.

Jointing lumber into panels and sizing them to width without lumber waste on the "Linderman" is a big advantage over clamping lumber together.

Find out what the new "Linderman" is really accomplishing in factories making your line of work and the advantages and saving it would make you.



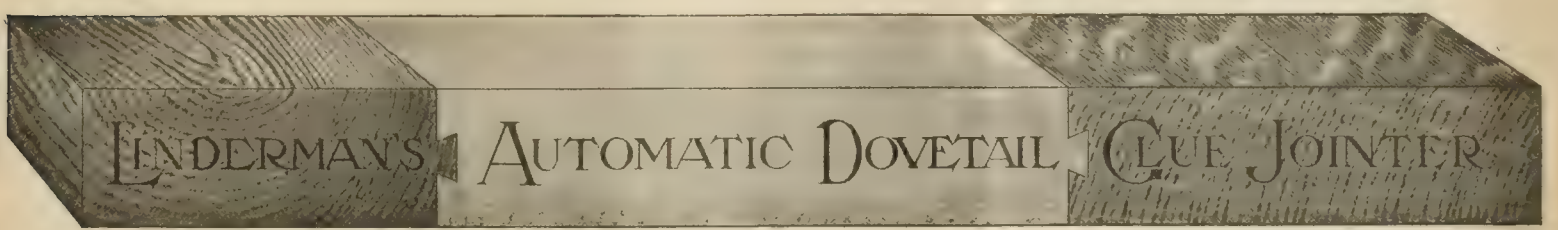
Four Head Cutters, ground on the outside, makes a perfectly smooth dovetail jointed edge



"Linderman" Automatic Dovetail Glue Jointer, which joints panels at one automatic operation

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